Volume V, No. 8 April, 1930

SOAP

with which is included

Insecticide & Disinfectant Review

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APRIL
1930

SOAP.

Volume Five
Number Eight

The Editor's Page

Coconut Oil

STOCKS of copra are reported none too large. Of late, crushers both in the Philippines and in the United States have been finding it more difficult to secure supplies at prices in keeping with the current coconut oil market. The tonnage of oil which has passed to consuming channels during the past few months has left no great surplus on the market. Those who cover for later requirements are apt to appreciate this fact during the next thirty days. In a weak commodity market of any kind, it is always difficult to accept economic factors at their full value. When the gloom is thickest, bullish influences are usually discounted most fully. Although predications are dangerous, as we know from experience, we think coconut oil is scraping bottom and is liable to move upward on the slightest provocation during the ensuing month. Technically, its market position is strong, and with even a slight change in the generally depressed oil and fat position, coconut developments are apt to take place rapidly.

Trade Mark Oppositions

THE time element in filing oppositions to applications for trade mark registrations is quite apparently something which should have the attention of lawmakers. When application is made for a trade mark with the United States Patent Office, copy of the trade mark and other descriptive matter are published in subsequent issues of the *Official Gazette* of the Patent Office. Within thirty days after the date of publication, any individual or company who feels that a trade mark infringes their rights, must file an opposition with the Patent Office. If the thirty day period passes without opposition, and all other matters meet with the approval of the Patent Office, the trade mark is usually granted.

This thirty day period between time of publication and the expiration of the right to file an opposition, is not sufficient for the rank and file of trade mark owners throughout the country to protect readily their common property rights. Every manufacturer and trade mark owner cannot watch every issue of the *Official Gazette* every week to see if somebody is duplicating or approximating a mark. Even the trade press under the present time limit is unable to keep its industries adequately posted to avoid attendant difficulties. Of course, there is always recourse to law irrespective of the granting of a trade mark by the Patent Office, but why make this necessary in so many cases? Increasing the period to sixty or ninety days would be of material aid in checking up on infringement or approximation, and should likewise tend to reduce the number of court cases growing out of trade mark conflicts. We believe that there are any number of manufacturers who would like to see this matter taken up by Congress at the first opportunity.

Tallow Soap Drops

TO cut the price of commercial laundry soap a cent per pound is to cut it close to ten per cent, a rather deep slash under any conditions and one which naturally might be expected to attract some attention. It is not surprising, therefore, that a drop in price on March 17 from 10¼ cents to 9¼ cents for carloads should, after the new schedule had become general in the open market, cause some wonderment because of its severity. Quite true, the price of tallow is down more than a cent from the levels of a year ago, and this on the surface is the reason for the decline. However, "reduced raw material costs" would sound more like an excuse than a reason. If this be the reason, then this sudden readjustment is six or eight months late.

To be perfectly frank, it is our guess that somebody is being spanked,—that some soapmaker cut a price, and to teach him a lesson, some competitor broke the market in retaliation. What followed, always follows,—prices found themselves on the floor below next morning, and the soap industry stands to lose at the rate of $2,000,000 per year on this cut alone. If the decline were one based purely on lower costs, then half of the cut would seem justified based on conditions as a whole, and not for-

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getting the present market price of glycerine. We believe the consumers would have been just as well pleased by a less drastic reduction. As we see it, the decline looks like a two million dollars gift to the laundry industry.

More About Prices

WHILE on the subject of soap prices,—it is rather disturbing to travel about the country and check up on some of the prices at which liquid soaps and soft soaps are selling. We have run across quotations and selling figures which just about cover the cost of raw materials, some of which are apparently below the actual cost of oil and potash even at recent low levels. Where the cost of labor, containers, shipping, overhead, and the like are figured in, we are at a loss to understand.

After discussing the matter with manufacturers and distributors, we conclude that either some makers have no idea of their real costs on the various soap items, or else they are deliberately shipping goods which do not come up to the standards as represented. The addition of water is always a sure method of reducing costs at the expense of the consumer, and not one buyer in ten is equipped to determine accurately whether or not he is getting soaps as represented or sub-standard material.

There are two phases of this subject which might bear some careful scrutiny. Soap makers who find that their prices for standard products are appreciably below the general run of the market, would do well to check up on their costs. This might reveal that they are selling at an actual loss, and not at a profit as they would naturally be inclined to expect. Then, there is a little checking up which distributors and consumers might do. With all soap makers paying much the same for raw materials, is it not reasonable to view with suspicion soap prices which are markedly below the general run of quotations? We believe it is. Too low a price is very frequently a snare and a delusion.

Liquid Soap Specification

THAT the liquid soap manufacturers of the country may have something definite before them in considering the revision of Liquid Soap Specification No. 27, which is now a tentative American standard, a proposed revision of this specification has been submitted to the industry by the American Standards Association through the Insecticide & Disinfectant Manufacturers Association. Many leading liquid soap makers are members of this Association and this accounts for the submission of the proposed revision through its offices. At the request of the Insecticide & Disinfectant Manufacturers Association, *Soap* publishes in this issue the proposed revised specification in full. The Association is particularly anxious to secure the reaction of liquid soap makers to it. If you manufacture liquid soaps, will you go through the proposed specification as published herewith, and send in your frank comments to the editors of *Soap* regarding it? The reports as received will be submitted to the Associations interested for further study. Your views are particularly desired irrespective of the type and quantity of liquid soaps which you may manufacture.

The Cincinnati Plan

IN time of peace, prepare for war. In time of good business and plentiful employment, prepare for the time when business may slump and employment may be scarce. Just such a policy as this which is working out successfully in Cincinnati, has focused the eyes of the country on that city. That Cincinnati is a large soapmaking city, and one of the leaders of the soap industry, Colonel William Cooper Procter, is the leader in this plan to stabilize employment, makes the whole matter doubly interesting to us.

Cincinnati and its committee, headed by Colonel Procter, have quietly gone about doing a genuinely practical job in solving the problem of employment in and about that city. During flush times, they laid their plans to create several thousand jobs for the unemployed if and when those jobs should be needed. A community fund, part-time employment, public works,—all are fitted into a simple, definite, and, above all, practicable plan,—a plan which works.

Foresight is a wonderful thing. These men of Cincinnati most certainly have it. They looked ahead and made their plans accordingly. In a businesslike, straightforward manner they have gone about solving the greatest of all economic problems. We hazard the guess that their method is due for considerable imitation by other municipalities in years to come.

Exports of dental creams from United States during January, 1930, totaled 230,047 lbs., worth $185,989, as against 256,509 lbs., valued at $221,471 during January, 1929. The largest buyer was British India with purchases valued at $32,678. Exports of other dentifrices during January, 1930, amounted to 74,977 lbs., worth $26,141, as against 69,198 lbs., worth $31,307, during the same month in 1929. British India, again the leading buyer, took products valued at $8,513.

SOAP PRICES versus Material Costs

An Investigation of the Effects of Lower Fat Prices on the Market for Soap Products

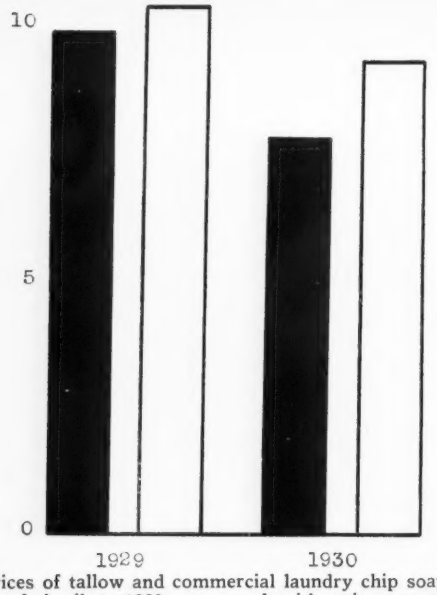
ALTHOUGH the market for all oils, fats and greases followed a steadily downward course throughout 1929, and has continued to decline during the first quarter of the current year, this movement has not been exactly reflected in price movements of the various soap products. Revisions in quotations on soap products, where they have occurred during the past year, have been mostly to lower levels, but there have been many soap products, particularly branded and trade-marked goods, which have shown no price changes at all. In boxed soaps, packaged chips and powders, oil soaps and certain types of liquid and automobile soaps, price quotations have been steady in spite of the general raw material situation. Apparently there is a lag in the adjustment of soap prices to raw materials prices which has maintained many soaps at their previous price levels in spite of the fact that prices of oils, fats and greases have declined.

Quotations on the fatty raw materials of the soap kettle have declined some 10 to 20 per cent in fifteen months. The general run of regular soap making oils are now priced approximately one to two cents per pound under the quotations of a year ago. We record in the attached table a number of the changes which are typical of other oils as well. The reasons for the decline are not difficult to determine. The buyers of these oils have been in a very good position for bargaining since their stocks have been sufficiently large that it would be possible for them to stay out of the market for months without the necessity of suspending production. Holding this favorable position, they have been just about able to name their own prices, and they have continually refused to make purchases except at price concessions. This is in some measure accountable for the steady decline in oil and fat quotations over the past eighteen months. Another factor which is believed to have exerted a great influence on the market for fats is the recent expansion in the production of whale oil. With this branch of the oil industry rapidly gaining in size, increasing its production fifty per cent in the season recently concluded, it has been inevitable that there would be an excess of oil products to act as a bearish influence irrespective of other conditions. Other animal and vegetable oils have been replaced in whole or part by whale oil for certain purposes, especially in European margarin production, leaving an excess of fats for the soap kettle. Combine the excess of oils with the favorable buying position of the large consumers, and you have the explanation of the present state of the market for oils, fats and greases.

Comparative Quotations on Bulk Fats and Oils in the New York Market

	March, 1929	March, 1930
Manila coconut	8.125¢ lb.	6.75¢ lb.
Corn oil	9.5	7.625
Crude cottonseed	9.125	7.0
Yellow grease	8.5	5.625
Lagos Palm	9.375	7.25
Raw linseed	9.4	13.2
Fancy tallow	9.875	7.75
Olive oil	$1.30 gal.	$0.70 gal.

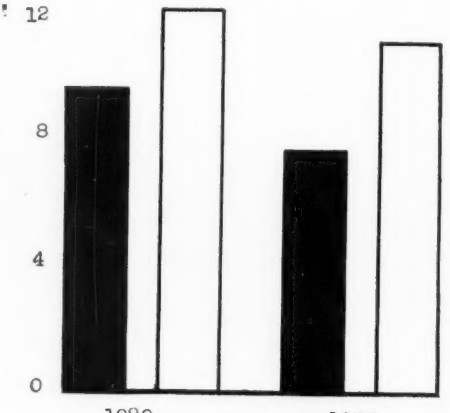
IN spite of the fact that raw material prices have dropped almost 15% in a year's time, soap prices as a group had changed little up to the middle of March, 1930. Prices on finished products can never accurately reflect short-time changes in raw material costs, according to leading economists. Producers must base their sales prices on the general average of raw material costs over a considerable period of time, rather than revise them from week to



Prices of tallow and commercial laundry chip soap as of April 1, 1929, compared with prices as of April 1, 1930. Black bars represent prices for tallow; outline bars prices for soap.

week, or month to month, on the basis of continually changing market quotations. A lag in adjustment will always be present because it is unwise to change selling prices to meet changed raw materials costs until it becomes evident that these new raw material costs are something more than temporary. Under this system of fixing sales prices the manufacturer loses when raw material costs are rising, and gains when the reverse situation is encountered. The losses which he absorbs for his customers when raw material costs are rising must be compensated for by an increased margin of profit for him when raw material costs are falling. In the long run, one influence is believed to balance the other, giving an equal advantage to the manufacturer and the consumer, and saving them from the inconveniences which would result from continually changing prices.

As mentioned above, readjustment of soap selling prices had not been particularly evident up to the middle of March, 1930. However, on March 17, the market for commercial laundry soap broke sharply with a wide cut in price from 10¼c down to 9¼c per pound in carload lots, ranging upward for smaller quantities to 10½c lb. A year ago, the market for carloads was 10½c to 10¾c lb. and it eased off only slightly until the drop of a cent on March 17. This cut of almost 10% is estimated to mean a loss of revenue to manufacturers of this soap of close to $2,000,000 per year. The break has caused all sorts of difficulties of contracts with distributors and big laundries, with all the manufacturers forced to meet the new price on new and old contracts. Even with much lower quotations on tallow, it is believed that soap makers cannot package, handle, ship, etc. at this price at an equitable profit, any more than they could on the basis of relative prices in force a year ago. Most soap makers agree that no such readjustment on other soap products would be justified right now and that this drop grew out of unusual competitive conditions. They point to two arguments in defense



Prices for corn oil and oil soap in bulk as of April 1, 1929, compared with prices as of April 1, 1930. Black bars represent prices for corn oil; outline bars prices for soap.

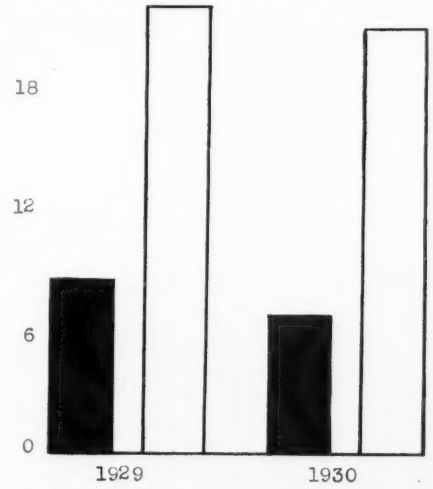
of their stand,—the unusually low quotations on glycerine which have prevailed for the past two years, and the fact that at the raw material prices of March, 1929, they were unable to sell their soap at a profit. They see in the present lower costs of oils and fats not a reason for markedly lower quotations on finished products, but only a hope that they will now be able to make a better margin of profit.

THE market situation on automobile soaps presents some interesting features. The better grade products which are made from corn oil, soya bean oil and linseed oil, have not changed appreciably in price. The advance in the price of linseed oil, as a result of crop failure all over the world, has about balanced the drop in prices of the other oils, making raw materials costs approximately the same. The price of 12c lb. has not varied over the past year. Quotations on other auto soaps are much lower. Auto soaps made principally from olive oil foots are available as low as 8½c lb.

Over-production of olives in a number of European countries during the past season caused an overabundance of oil and a severe drop in the price. This led to keener competitive bidding on the part of manufacturers of oilve foot auto soaps and lower prices for those soaps.

Another effect of the large production of olive oil during the past year has been a small reduction in the price of olive oil castile bar soap. Domestic manufacturers who were getting 17c per lb. a year ago are now selling castile soap for as low as 15c lb. Neutral white powdered soap has also shown a slight decline, being quoted at 21c lb. now, where quotations a year ago were generally 22c lb. and up. Powdered castile is down slightly to 23c up to 29c lb. as to seller.

IN liquid soaps, prices vary widely as to maker and quality, and it is therefore difficult to notice any general down trend in prices in keeping with the oils. Liquid soap which meets U. S. Specification No. 27 is quoted by manufacturers from 35c gal. all the way to



Prices for coconut oil and powdered white neutral soap as of April 1, 1929, compared with prices as of April 1, 1930. Black bars represent prices for coconut oil; outline bars prices for soap. Wide spread between prices of oil and soap, due to cost of drying, milling, and processing.

$1.25 which is about the same range as a year ago. Other liquid products are available at any price which the buyer chooses to pay. In investigating prices of liquid soaps, it was found that there is often so great a divergence in quotations of various manufacturers, that prices are not comparable, indicating that they may be bidding on solutions which contain widely varying amounts of soaps without indicating this, a fact which buyers too seldom realize.

Laundry washing compounds, including soap, soda and trisodium phosphate mixtures, have all been reduced about ½c lb. and prices vary according to product and maker. The market for box soaps has not changed materially, and with present fat costs, these soaps show a proportionately higher profit to makers than was the case a year ago. The market for soft soaps and specialties has not changed appreciably, although there have been some individual price fluctuations in certain localities. On the other hand, corn and other oils used in these soaps have declined steadily for a year past. The volume of business in soft, liquid and other potash soaps seems to be holding up fairly well. In some other soaps, it has fallen off. Laundries are reported using somewhat less commercial bulk soap, and competition to sell this soap is keener.

TO view the market for a large number of widely different soap products at a single glance only results in a confused impression about conditions. However, a few facts stand out in the present market for soap products which are interesting to both soap maker and large buyers. It seems quite evident, except in the cases of the largest plants, that the average soap maker does not know his costs, that is his real costs. He seems to follow market competition blindly or else to be guided almost wholly by the market for fats and oils. He appears to forget that labor, losses in manu-

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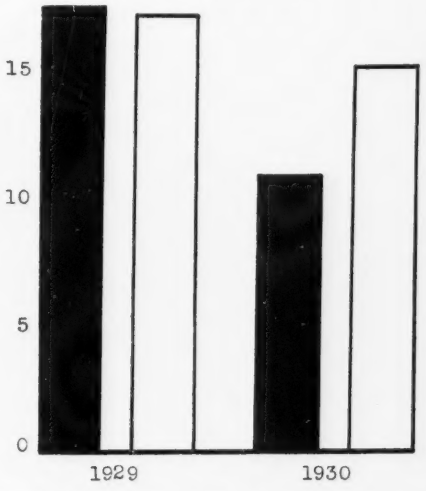

Prices for commercial olive oil and castile bar soap (both in cents per pound) as of April 1, 1929, compared with prices as of April 1, 1930. Black bars represent prices for olive oil; outline bars prices for soap.

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SOAP PATENTS

Development of American Soap Manufacture Reviewed Through the Records of Patents

PART II

By JOSEPH ROSSMAN

DETERGENT compounds have been made from cereals, which are a mixture of starches (carbohydrates), proteins (nitrogenous matter) and glycerides of fatty acids. These substances have been treated either individually or in mixture with comparatively strong solutions of alkalies. The cereals used have been mostly corn, oats, wheat and rice, which are heavy in starches and are built up from a number of simpler compounds of low molecular structure, polymerized in nature to a compound of high molecular structure.

In the process of patent 1,360,252, dated November 30, 1920 to Aisen, cereals as such are not used, but by hydrolysis of the starches and proteins, their high molecular structure is broken down into compounds of the same chemical family but of low molecular structure, that is the compounds of the starches and proteins, which are of high molecular structure are depolymerized into compounds of low molecular structure of substantially the same chemical character.

The advantages of this are (1) that new and different properties are made; (2) products are obtained which will combine with more alkali, as each simplier compound will fix an alkali, and, by weight will combine with more alkali; (3) the simpler compounds have a more active acid grouping, that is, the alkali being more strongly combined, will hydrolyze slower and be less likely to affect fabrics injuriously in washing; (4) the hydrolyzed simpler compounds are active surface colloids with great penetrability, and quickly soluble.

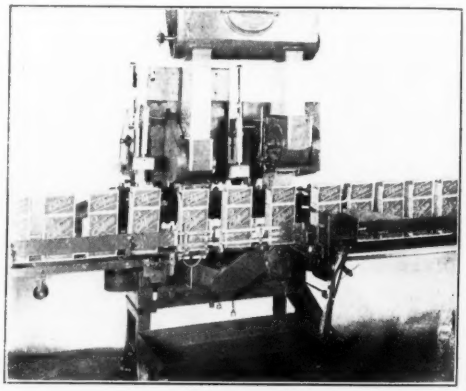
With the advent of large tonnage laundry soap production, came the invention of large steel soap frames of great strength and durability, and made to facilitate handling in the plant.

In shaving cream manufacture, patented mixing equipment has played its part in the development and perfection of the modern product.

The alkali-cereal compounds heretofore used when hydrolyzed in water for washing purposes, revert back practically to their original alkali and starch. The starch, while a colloid, has little, or practically no surface activity or detergent efficiency, and the efficiency of such alkali-cereal compound is practically entirely dependent upon the efficacy of the alkali content of the compounds. The hydrolyzed simplified cereal compounds, utilized by this process, are very active surface colloids and also are quickly soluble in water, and therefore add greatly to the penetrability and efficacy of the product of the washing agent.

When an alkali is combined with the hydrolyzed simpler compounds of starches and proteins, the action is very violent; this is because these hydrolyzed simpler compounds are much more chemically active than the complex compounds of the starch and proteins. Because the action of the alkali on the simpler hydrolyzed compounds is so violent and since it would not be economical to use diluted alkali solutions, it becomes essential to utilize some medium to reduce the violence of the chemical action and stop further conversion before carbonization when alkalizing the simpler hydrolyzed compounds with strong alkali solutions. Anhydrous sodium carbonate (soda ash), or any anhydrous salt of similar character, is well suited to produce the desired effect; these salts will reduce the violence of the chemical action. The water of the caustic alkali solution is absorbed by the anhydrous salt. Then by raising the temperature of the mass to the melting point of the carbonate, now hydrated, saponification of the hydrolyzed mass takes place.

The process may be clearly understood by the following illustration: The cereal (say 250 pounds) is heated, preferably in a steam jacketed drier, from one and one-half to four hours at a high temperature but below the carbonization temperature (the carbonization temperature is substantially 180 centigrade), the mass being constantly stirred during the heating. By this treatment the cereal is hydrolyzed to compounds of simpler, or lower, molecular structure having a stronger acid nature than the original cereal. The higher the temperature (but below the carbonization temperature) the shorter the time it will take to hydrolyze the cereal. The change of color from yellow to brown, indicates when the desired chemical change has been accomplished. To this hydrolyzed product, 100 pounds of soda ash is added which has the effect of stopping any further conversion. When the mass has cooled, there is sprayed into the hydrolyzed sodium carbonate mixture caustic soda (substantially 45 to 55 pounds of 98 per cent strength according to degree of hydrolyzation) which has been dissolved in



Patented filling and sealing equipment has made possible the modern package for soap flakes, soap powders, and scouring powders.

water (in substantially 135 pounds). The soda ash, being very avid for its water of crystallization, absorbs the greater part of the moisture, leaving a very intimately mixed product, slightly alkaline, of the hydrolyzed cereal, sodium carbonate crystals and practically dry caustic soda. The temperature of the mass is then gradually raised to the melting point of the sodium carbonate crystals (below 100 per cent centigrade) and maintained at such temperature for substantially one hour, at which time all the cereals will have become alkaline. Then all the sodium carbonate crystals may be neutralized with a substantially equivalent amount of fatty acid, the amount of fatty acid used depending upon the nature of the fatty acid. The product is a good detergent.

WHEN rosin is added to and forms a mixture with the fatty acid compounds of which soap essentially consists, a commercial soap is produced which, as compared with

a soap composed of fatty-acid compounds alone, is relatively inexpensive, more freely productive of lather, and of greater cleansing power. The disadvantages incident to the use of rosin as an ingredient of soap are that cakes of soap which contain it are liable in time, particularly when exposed to humid air, to become moist and sticky. They also tend to grow discolored. This tendency to become moist and sticky is such that hitherto it has not been possible to produce in satisfactory condition for the market rosin containing soap in the form of soap chips.

A recent patent No. 1,663,764, dated March 27, 1928, to Kesler, gives a process of making rosin soap in the following language: "I have discovered, and from this discovery my invention proceeds, that by preliminary treatment of the rosin of commerce, resulting in a certain chemical change in its substance, and by an ensuing separation of constituents, substances may be obtained which are serviceable in the industrial arts, in fuller degree than rosin has been known to be serviceable. In soap-making for instance, the rosin derivative of my invention, when mixed with the fatty-acid compounds from which soap is prepared, affords a commercial soap having the known good qualities of rosin soap and free of the undesirable qualities which rosin soap hitherto has possessed. Specifically, soap chips made from soap containing my rosin derivative are stable, and become a satifactory article of commerce, and fill a recognized want."

"Abietic acid is a desirable substance, being useful for various industrial purposes and in the practice of my invention I am able to produce abietic acid free of impurities and this in economical manner. Again in varnish-making, the treatment to which I subject rosin affords me resene, freed from abietic acid compounds, and chemically pure or substantially so. The so liberated resene, being a neutral gum having enhanced drying properties, serves as a valuable constituent of varnishes."

"In the practice of my invention, and beginning with the rosin of commerce, I first, by acid treatment or heat, isomerize the material. Specifically, by heating the rosin to a temperature of 300 degrees C. and maintaining it at that temperature, isomerization may be effected. Or, again, if the rosin be melted, and if while it remains in liquid condition a slow current of hydrochloric acid gas be caused to pass through it, isomerization will be effected. If while such acid treatment is in progress, stirring be resorted to, or other means for effecting more intimate contact of the substance so brought into association, isomerization may be effected in about fifteen minutes.

"Having effected isomerization of the rosin, I dissolve it in a suitable solvent, such as ethyl alcohol, methyl alcohol, or other alcohol and to the solvent either before or after solution I add sodium hydroxide, or other alkali, in the amount of one-fourth of the equivalent weight of the rosin under treatment. A convenient degree of concentration of the sodium hydroxide employed would be a forty per cent, aqueous solution, but it will be understood that the degree of concentration may in fact vary indefinitely. The sodium hydroxide may be added to the solution in any suitable precipitating tank, fitted with steam coils and with agitators. After the addition, the material is allowed to stand for a short time, until the reaction and precipitation are complete. The material being stirred, is mobile enough to be pumped.

"The material then is carried to a filter press, where the precipitate is separated. The filtrate

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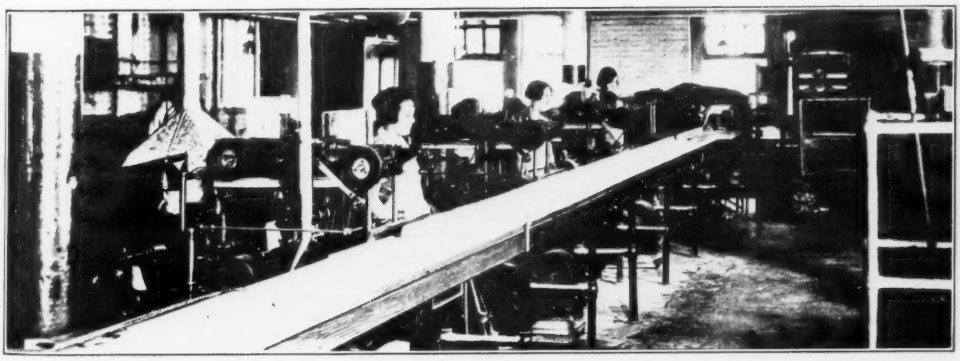

Automatic presses and conveyors have played their part in speeding production in the development of modern soap manufacture.

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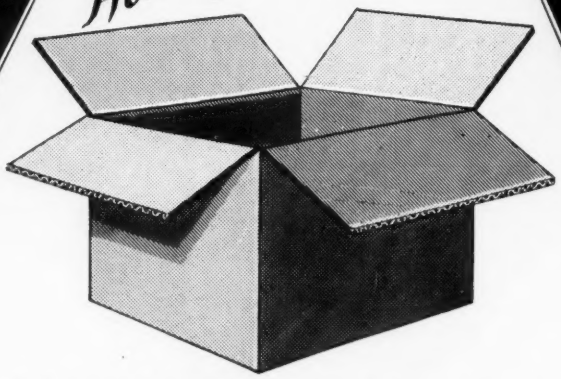

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Say you saw it in SOAP!

Offer New Specification for LIQUID SOAP

ALTHOUGH specification No. 27 of the Federal Specifications Board was officially approved as the American standard for liquid soap by the American Standards Association, as reported in the February issue of *Soap*, a proposed revision has been submitted to the industry through the Insecticide & Disinfectant Manufacturers Association. The association has requested that the proposed revision be published in full in *Soap* and that interested manufacturers comment as completely as possible through the editors of this publication. In reading this proposed revision, bear in mind that it is being offered for comment and discussion and that it is not necessarily recommended for adoption. In approving Specification No. 27, the Standards Association let it be known that this was, in effect, a temporary move to maintain a standard of some sort until one completely satisfactory to all interested parties could be devised.

Your comments should be addressed to the Editor of *Soap* at once as prompt action is desired.

Proposed Revision of No. 27

TYPES.

Liquid soap for toilet use shall be of the following types, as specified:

Type A—"Dilute"—for use direct in dispensers.
Type B—"Concentrated"—for dilution before use in dispensers.

MATERIAL.

Shall be as specified hereinafter for each type.

GENERAL REQUIREMENTS.

Liquid soap for toilet use shall be a clear solution of pure vegetable oils-potash (or potash and soda) soap, with or without added glycerol or alcohol, and shall be free from all foreign matter. Unless otherwise specified the material shall be unscented and shall be free from odor other than that of a coconut oil soap.

DETAIL REQUIREMENTS.

All constituents shall be reported by weight and calculated on the basis of the original sample.

Type A—"Dilute."

1. The material shall be a clear solution at a temperature of 20° C, shall quickly form a satisfactory lather with soft water, shall have no injurious effect and leave no objectionable odor on the skin.
2. Total anhydrous soap, calculated as potash soap, shall be not less than 15 per cent.
3. Total matter insoluble in alcohol (alkaline salts) shall not exceed 0.5 per cent.
4. Free alkali, calculated as potassium hydroxide (KOH), shall not exceed 0.05 per cent.
5. Free acid, calculated as oleic acid, shall not exceed 0.1 per cent.
6. Chlorides, calculated as potassium chloride (KCl), shall not exceed 0.3 per cent.
7. The sum of unsaponified neutral oil and unsaponifiable matter shall not exceed 0.15 per cent.
8. Sulphates, sugar, and rosin shall not be present.

Type B—"Concentrated."

1. The material shall be a clear solution at a temperature of 20° C., shall quickly form a satisfactory lather with soft water, shall have no injurious effect and leave no objectionable odor on the skin.
2. Total anhydrous soap, calculated as potash soap, shall be not less than 34 per cent.
3. Total matter insoluble in alcohol (alkaline salts) shall not exceed 1.2 per cent.
4. Free alkali, calculated as potassium hydroxide (KOH), shall not exceed 0.12 per cent.
5. Free acid, calculated as oleic acid, shall not exceed 0.2 per cent.
6. Chlorides, calculated as potassium chloride (KCl), shall not exceed 0.7 per cent.
7. The sum of unsaponified neutral oil and unsaponifiable matter shall not exceed 0.30 per cent.
8. Sulphates, sugar, and rosin shall not be present.

METHODS OF SAMPLING, INSPECTION, AND TESTS.

Sampling.—A sample of not less than one pint shall be taken at random from not less than 1 per cent of the seller's shipping containers, provided such containers contain not less than 10 gallons each. In case of smaller containers a sample of not less than one pint shall be taken at random from each lot of containers totaling not to exceed 1,000 gallons. The total sample shall in all cases consist of not less than three portions of one pint each taken at random from separate containers. Before drawing the sample from the container selected the contents of the container shall be thoroughly agitated. The composite sample thus obtained shall be thoroughly mixed, and from it three samples of not less than one pint each shall be placed in clean, dry, glass bottles or tin cans, which must be nearly filled with the sample and securely stoppered with new, clean corks or well-fitting covers or caps. These shall be sealed and distinctly labeled by the inspector; one shall be delivered to the buyer, one to the seller if he so requests, and the third held for check in case of dispute. The seller shall have the option of being represented at the time of sampling. Should the inspector suspect adulteration, he shall draw the samples from the suspected containers.

TESTING.

Preparation of Sample.—No preparation of the sample, other than thorough mixing, is necessary unless it is received during very cold weather, when it should be allowed to stand at least one hour after it has warmed up to room temperature (20° to 30° C.) before it is mixed. All tests shall be made on a thoroughly mixed sample.

When a determination shows nonconformity with specification, a duplicate shall be run.

Appearance.—Examine the sample, contained in a clear, colorless glass vessel and brought to a temperature of 20°, by transmitted light to determine whether it is clear and free from suspended matter. Note the color and odor of the sample.

Lathering.—Thoroughly shake 1 ml of the sample with 100 ml of distilled water in a stoppered glass cylinder and note whether a copious lather is formed that persists for several minutes.

Total Anhydrous Soap.—Dissolve a known weight (about 15 g of Type A; 7 g of Type B) of the sample in 100 to 150 ml of warm distilled water in a 250 ml Erlenmeyer flask. Add 2 drops of methyl orange indicator and add dilute sulphuric acid (1 : 4) in slight excess, insert a small funnel in the neck of the flask, and heat the flask at a temperature not exceeding 60° C. until the fatty acids separate as a clear layer. Transfer to a separatory funnel, wash the flask with distilled water and add the washings to the saparatory funnel; draw off the acid aqueous layer into a second separatory funnel, rinse the flask with 20 ml of ethyl ether and add this to the second separatory funnel when cool), shake, and draw off the acid aqueous layer into a third separatory funnel. Again rinse the flask with 20 ml of ethyl ether and add to the third separatory funnel, shake and draw off the acid aqueous layer. Run the ether layers from the second and third funnels into the first funnel, rinsing with a little ether; shake the ether solution with 10 ml portions of distilled water until they are no longer acid to methyl orange. Unite the water portions used for washing and shake in a separatory funnel with 20 ml of ethyl ether, draw off the aqueous layer, and wash the ether layer with distilled water until the washings are neutral to methyl orange. Unite the ether solutions (if necessary, filter, washing the paper with ether) in a weighed 400 ml beaker, rinsing the containers with a little ether and adding the rinsings to the main solution. Add sufficient neutral ethyl alcohol (94 per cent or higher) free from carbon dioxide to give a total volume of 100 to 150 ml, add phenolphthalein indicator and titrate to exact neutrality with standard sodium hydroxide or potassium hydroxide solution, noting the volume required. Evaporate off the alcohol on a steam bath, add a little absolute alcohol and again evaporate to dryness. Moisten with absolute alcohol and dry in an oven to constant weight in an inert atmosphere at a temperature not exceeding 105° C., and calculate the percentage of soap plus unsaponified and unsaponifiable matter. Deduct the percentage of unsaponified and unsaponifiable matter and report the remainder as anhydrous potash soap if the neutralization of the fatty acids was made with potassium hydroxide; if sodium hydroxide was used, calculate the percentage of anhydrous potash soap from the percentage of anhydrous soda soap and the combined sodium-oxide (Na_2O) shown by the titration. In case the soap shows an excess of free acid, proper corrections must be made in calculating the combined alkali in the original soap. (A blank test should be made on the sodium or potassium hydroxide solution for neutral salts and the proper corrections made if necessary.)

Total Matter Insoluble in Alcohol. Free Alkali, or Free Acid. (1) *Matter Insoluble in Alcohol.*—Digest hot about 10 g (accurately weighed) of the sample with 200 ml of freshly boiled neutral ethyl alcohol (99 per cent or higher) in a 400 ml beaker. Filter through a weighed Gooch crucible with suction, protecting the solution during the operation from carbon dioxide and other acid fumes. Wash the beaker and the residue in the crucible with hot neutral ethyl alcohol (95 per cent or higher) until free from soap. Dry the crucible and residue at 100 to 105° C. for three hours, cool, and weigh. Calculate the percentage of total matter insoluble in alcohol.

(2) *Free Alkali or Free Acid.*—Titrate the filtrate from the above, using phenolphthalein as indicator, with standard acid or alkali solution, and calculate the alkalinity to percentage of potassium hydroxide or the acidity to percentage of oleic acid.

Chlorides.—Dissolve about 10 g (accurately weighed) of the sample in 300 ml of distilled water, heating if necessary to effect solution of all soluble matter. Add an excess of neutral chloride-free magnesium nitrate solution (about 25 ml of a 20 per cent $Mg(NO_3)_2.6H_2O$ solution). Without cooling or filtering titrate with standard silver nitrate solution, using potassium chromate as indicator. Calculate the chlorides as percentage of potassium chloride.

Unsaponified and Unsaponifiable Matter.—Dissolve a known weight (about 20 g of Type A; 10 g of Type B) of the sample contained in a beaker in about 100 ml of approximately 50 per cent (by volume) ethyl alcohol. If the sample has been found to contain free fatty acid, add just enough aqueous alkali to neutralize this. Evaporate off the bulk of the alcohol; take up with about 200 ml of hot distilled water, and transfer to a separatory funnel of about 500 ml capacity, designated as No. 1. When cool, rinse out the beaker with about 50 ml of ethyl ether and add it to the soap solution. Shake thoroughly for one minute. By the addition of small amounts of ethyl alcohol (5 ml portions and the total not to exceed 25 ml) a clear and rapid separation of the aqueous and ethereal layers is effected. After each addition of alcohol the separatory funnel is not shaken, but merely given a whirling movement. Draw off the aqueous portion into another separatory funnel, designated as No. 2. Wash the ether solution in funnel No. 1 with 10 ml portions of water until this water is no longer alkaline to phenolphthalein. Add all of these washings to funnel No. 2 and extract this solution with 20 ml portions of ether until the ether is absolutely colorless (three or four extractions should be sufficient). Combine these ether extracts in a third separatory funnel (No. 3), rinsing with a little ether, and wash with 10 ml portions of water until the water is no longer alkaline to phenolphthalein. Now add the ether in funnel No. 3 to that in funnel No. 1, a small amount of ether being used to rinse out funnel No. 3. Wash the ether solution with 20 ml of 10 per cent hydrochloric-acid solution and then successively with 20 ml portions of water until the water is no longer acid to methyl orange. Filter the ether solution through a small dry filter paper into a weighed beaker or flask, washing the separatory funnel and filter paper with a little ether. Evaporate the ether, cool and weigh. (The unsaponified and unsaponifiable matter may be volatile and as a consequence may evaporate on long heating. Therefore, heat the beaker or flask on a warm plate to remove the ether, occasionally blowing out a current of dry air. Discontinue heating as soon as the odor of the ether is gone.) Then heat the weighed residue with about 20 ml of neutral ethyl alcohol (95 per cent or higher), cool, and titrate with standard alkali solution, using phenolphthalein indicator. Calculate the acidity found by this titration to weight of oleic acid, deduct this result from the weight of the residue, and calculate the remainder to percentage of unsaponified and unsaponifiable matter.

Sulphate.—Dissolve the total matter insoluble in alcohol by pouring hot distilled water through the crucible, using suction. Dilute the solution to about 250 ml with distilled water, acidify with HCl and add 2 ml of this acid (sp. gr. 1.19) in excess. Heat the clear solution (if not clear, filter) to boiling, and

(*Turn to Page 129*)

WHAT YIELD for Laundry Soaps?

A Few Opinions Regarding Yields and Moisture Content in Actual Plant Practice in Manufacture of Laundry Soap

HAT can be considered as a fair average yield for laundry soaps in common soap plant practice? This question was put to the editors of *Soap* with the suggestion that an open discussion of it by laundry soap manufacturers might bring out some interesting facts for the industry as a whole. We passed the question on to soap makers and secured some interesting reactions. Several opinions gave some very valuable data on the subject. Others took the stand that without definitely knowing the fats used, estimation of yield, etc., was impossible. Quite so, but the editors suggested that one or two fats or common mixtures as used be taken as concrete examples for any single opinion. Here are a few opinions on the subject:

Average Yield of 1.55

IN days gone by, when the soap industry was controlled by the soap-maker, and the chemist was a stranger in the factory, fats and alkalies were passed upon as to their quality for producing quantity, hardness and color. The skill with which the soap-maker saponified the raw materials, mostly tallow, home tallow, light and dark greases, and rosins from H to W G, was a secret with the soap-maker, carefully guarded by him, thus making the art a mystery and the interchange of ideas impossible. The practical soap-maker of today is dependent upon the laboratory for all tests of raw material, fats, alkalies and all ingredients that enter in the making of soaps of all kinds. The chemist as a rule is not a practical soap-maker and the soap-maker is not an analyst. The chemist controls everything, the titre, the iodine number, the saponification value and will not allow the practical man to waste a pound of fat or alkali. The chemist knows what the yield should be and holds the soap-maker responsible to secure this yield.

Your correspondent in our opinion states rightly, that the yield of 150 pounds of soap built along the old lines of 100 pounds of tallow, cotton oil and cocoanut oil (60 lbs. tallow, 20 lbs. of cotton oil, 20 lbs. cocoanut oil), is not only conservative but, we have found in long experience and many tests that settled soaps from the above mixed fats will give a yield of an average of 155 lbs. and it is possible to have a yield of 157 lbs. when the niger has been carefully grained with salt and the residue carefully weighed. With a batch of soap made with 100 lbs. of the mixed fats as above and 50 lbs. of X Rosin, we have found it perfectly safe to strike an average of 150 lbs. of soap including the grained out niger. We have built soap factories both in the states and abroad, where we have been obliged to prove the above figures and we have never been disappointed in the claim that mixed fats as above will average 155 lbs. and with the 100 lbs. of fats and 50 lbs. of rosin the yield will be 225 lbs. We all know that the mixed fats will require an average of 15 to 16 pounds of 76% caustic soda for saponification and that rosin requires an average of 12 to 13% for saponification which supplies the reason that the increase in yield is less than that of neutral fats.

Yield 1.52 *to* 1.54

IN using a good grade of house grease or tallow, plus forty to fifty per cent rosin, a yield of 1.52 to 1.54, according to our experience, is considered correct. This, of course, does not allow for losses in the niger and for loss of soap in running off the lye. This is the gross figure for pure soap without silicate or filler as it is formed in the kettle. This soap would run about 38 per cent moisture in the finished product. The figure as determined is based on tests over a period of years in actual plant practice and is dependent upon a good grade of house grease where this fat is used. Of course, where other fats or oils are used, the yield would very naturally vary according to the fat.

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Say you saw it in SOAP!

Series of Kettle Tests

WE are running a series of test kettles for the purpose of determining, with a reasonable degree of accuracy, the yields from various stock mixtures of fats and oils. The method used is as follows: The kettle is thoroughly cleaned and washed out. The fats and oils are accurately weighed. Great care is used in running off the lyes to prevent any loss of soap. Complete analyses are run of the soap at every step in the process. The good soap or finished kettle soap was measured at the crutcher, and checked against the yield of finished product.

When all the "good soap" has been drawn off, the residue left in the kettle is boiled and refinished to approximately the same moisture content as the other soap. It is then drawn out, mixed, sampled and weighed. This added to the finished kettle soap or "good soap" gives the total yield of kettle soap. The total yield of anhydrous soap is figured from the analysis of the total yield of kettle soap and checked against the anhydrous soap in the finished product, plus the anhydrous soap in the refinished soap. There are opportunities for error, due to the finished product not running uniform in moisture content, but every precaution was taken to prevent this, and it was checked by analysis of samples taken at frequent intervals. We believe that the figures are reasonably accurate and representative of standard working conditions.

The percent of moisture in finished, laundry, kettle soap varies with the stock used. It is around 27-28% with half coco and half high grade tallow. The moisture content of the bar depends of course upon the amount of filler incorporated.

These tests lead us to believe that a kettle soap from straight tallow finishes with a higher moisture content than one made from a mixture of tallow and coco or tallow and rosin. Apparently the higher the coco content, the lower the moisture content. The yield of anhydrous soap seems to be slightly more with coco.

The yield of kettle soap is in excess of 1.5 times the stock used, varying with the fats used. The yield of kettle soap depends on the moisture content but figuring it back to anhydrous soap it seems to be more than the theoretical yield of stock times 1.0316.

Rosin in moderate amounts does not appear to affect the moisture content to any serious extent. It may be that other methods of finishing give other results, and we are pleased to submit these figures for comparison with others that you may receive.

Results of Kettle Test Runs

		No. 1	No. 2	No. 3	No. 4	No. 5	No. 6
Stock used.	Tallow	59,975	30,000	38,250	20,000	9,953	4,500
	Coco	.....	30,000	6,750	.....	9,953	2,000
	Grease	.....	.....	.....	.....	6,635	.....
	Cotton seed foots	.....	.....	.....	.....	6,635	1,000
	Rosin	.....	.....	.....	2,000	.....	2,500
TOTAL		59,975	60,000	45,000	22,000	33,176	10,000
Yield of kettle soap		77,362	69,754	54,644	33,147	42,000	11,909
Per cent moisture in kettle soap		35.0	26.88	30.12	30.62	30.59	29.81
Yield of refinished soap		21,945	20,963	17,139	469	7,764	3,436
Per cent moisture in refinished soap		35.0	26.78	30.02	30.51	30.60	30.01
Total yield kettle soap basis		99,307	90,717	71,783	33,616	49,764	15,345
Total yield anhydrous soap		63,626	65,135	49,853	23,363	34,541	10,488

What Stocks?

WE do not understand your asking for an opinion on something where the facts may so easily be ascertained. We assume such facts are being ascertained in every soap factory. We know of no way to discuss the matter of yield until we know what stocks we are referring to. So long as rosin has been mentioned in this letter we can say that we find rosin, when impurities have been eliminated, to yield the same as other 100% free fatty acid stocks. In discussing other stocks, the yield, of course, varies as the free fatty acids, and consequently the glycerine contents vary. There might be other variations with stocks of different characteristics.

Editor's Note—We are still anxious to secure further opinions on this subject from soap makers. Why not let us have your views to include in a further discussion of the subject later? Take one or two fats or mixtures which you use and base your opinion on practical experience with them.

Cleanliness

It is always a source of much gratification to us when visiting among the rosin trade to hear statements complimentary to the cleanliness of

NEWPORT WOOD ROSIN

Invariably do we experience reminders concerning the real economic worth of this important feature, because of savings and satisfaction derived by consumers.

Uniform cleanliness is assured by the scientific processes used in producing NEWPORT WOOD ROSIN.

A NEWPORT PRODUCT
Therefore Unexcelled

Sold the world over by

General Naval Stores Company

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NEW YORK	CINCINNATI	CHICAGO
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The oldest and largest organization in the world exclusively engaged in selling "Steam Distilled Wood Turpentine," Pine Oil and Wood Rosin

Say you saw it in SOAP!

Assign Palmolive Name in Mexico

THE name Palmolive, subject of a recent decision by the Supreme Court of Mexico because of alleged counterfeiting by a Mexican concern, has been assigned to its Mexican subsidiary by the American owners, the Colgate-Palmolive-Peet Co. and the subsidiary has applied for registration of the name. This move followed the recent refusal of the Mexican Court to consider the rights of the American company inasmuch as the latter, under the ruling of the court, did not exist in Mexico because it was not registered there to do business, and consequently had no legal rights. (See SOAP, issue March, 1930, pages 26 and 39.) The following statement covering the assignment of the name has been issued by the Colgate-Palmolive-Peet Co., Chicago.

"In 1925, the Palmolive Company (now Colgate-Palmolive-Peet Company), a Delaware corporation, brought suit against the firm of Campdera y Ayala, in Mexico, for infringement of the Palmolive trade mark registered in Mexico in the name of that company. The Palmolive Company is not itself registered in Mexico because it has not ever done any business there. Registration of foreign corporations has not heretofore been required unless they were doing business in the country.

"During the period covered by the litigation all the business in Mexico in Palmolive brands was carried on exclusively by a Mexican subsidiary corporation owned by The Palmolive Company. It both manufactures and sells, theretofore using the trade marks of the parent company by license. The Supreme Court of Mexico having decided in the suit above mentioned that an unregistered corporation has no legal existence in Mexico, and therefore cannot sue in its courts to defend trade marks or any other property rights, the parent company has assigned to its Mexican subsidiary all its trade mark registrations. It has also caused the subsidiary to re-apply in its own name for new registrations of the same marks. There has been and will be no interruption of its business."

Costa Rica manufactures about 1,840,000 lbs. of soap annually, getting most of its raw materials from United States. In 1927, United States supplied oils and fats valued at $50,000, rosin worth $50,000 and nearly $18,000 worth of caustic soda. Imports of caustic soda from United States, however, represented only 40 per cent of the total imports.

It is reported that ostrich eggs are being used for soap-making in certain parts of South Africa, due to a recent decline in their price for other purposes.

A. M. T. A. Meets Apr. 22-24

The business program for the annual convention of American Manufacturers of Toilet Articles to be held April 22-24, in the Biltmore Hotel, New York, has been issued by C. M. Baker, Pond's Extract Co., New York, in charge of program arrangements. It is given in complete form below:

TUESDAY, APRIL 22, 1930

Luncheon 12:30

Roll Call.

Communications.

President's Address by John A. Handy, Larkin Co., Inc., Buffalo, N. Y.

Reports of Officers.

Reports of Committees.

Address:—Miss Helen Martin, director of Delineator Beauty Institute, Butterick Publishing Co., New York.

Address:—"On the Possible Uses of Ultra Violet Radiation in the Essential Oil Industry" (with demonstration). Report of Experimental Data Gathered under the Louis Spencer Levy Fellowship, by Dr. Curt P. Wimmer, Professor of Pharmacy, Columbia University, New York, and Margaret H. Kennedy, B.Sc.

WEDNESDAY, APRIL 23, 1930

Executive Session 11 A. M.

Report of Washington Representative, W. L. Crounse.

Luncheon 12:30

Appointment of Tellers.

Appointment of Committee on Nominations.

Nominations for Officers and Executive Board.

Appointment of Treasurer's Auditing Committee.

Address:—"Styles in Packaging That Have Made Good," by Miss Helen Cornelius, *Harper's Bazar.*

Address:—"The Attitude of Chain and Variety Stores Toward Advertised and Trade Marked Toilet Articles," by Godfrey M. Lebhar, Editor of *The Chain Store Age.*

Report for the Committee on Research Department, A. M. T. A., by Col. Marston T. Bogert, Columbia University.

Unfinished Business.

THURSDAY, APRIL 24, 1930

11 A. M.

Motion Picture, "The Making of Flower Oils," by Dr. Ernest S. Guenther, of Fritzsche Brothers, Inc., New York, Reception Room 119, Hotel Biltmore.

Luncheon 12:30

Address:—"Capper-Kelly Price Maintenance

Industry's Unmistakable Guide

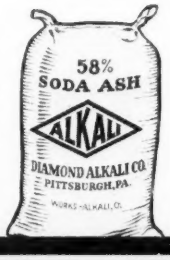
When the alkali buyer is lost in a fog of indecision—when industry seeks a brand of alkalies in which they can place absolute confidence—when quality, purity and unvarying uniformity in alkalies are demanded, then Diamond Brand is industry's unmistakable guide to lasting satisfaction.

Have you received your Copy of the new edition of the Diamond Alkali Handbook?

Diamond Alkalies enjoy a nation-wide confidence established by many years of service to industry. The high quality originally established by this company has been rigidly maintained by the most scientific manufacturing methods.

Barrel after barrel and carload after carload, the quality and purity of Diamond Alkalies remain uniformly the same.

We invite your inquiries.



Diamond Alkali Company

Pittsburgh, Penna. and Everywhere

Bill," by Congressman Clyde Kelly of Pennsylvania.

Report of Committee on Nominations.
Report of Treasurer's Auditing Committee.
Report of Committee on Resolutions.
New Business.
Election of Officers and Executive Board.
Installation of Officers.

The entertainment program, in charge of Charles S. Welch, includes, as mentioned in a previous issue, a visit to the Lyric Theatre to see "Fifty Million Frenchmen," a musical comedy, followed by a trip to the Club Montmartre, which has been reserved for the evening. The evening of April 23 will be left open to suit individual tastes, and the annual reception and banquet will be held on the evening of April 24 in the Cascade Room of the Biltmore. It is requested, by the committee, that reservations be made as early as possible.

Executives Honor Col. Procter

Colonel William Cooper Procter, president of Procter & Gamble Co., was the guest of honor at a testimonial dinner held April 9 at the Hotel Ambassador, New York, at which a number of outstanding American industrialists and financiers were present. The occasion of the dinner was to honor Col. Procter for his leadership in stabilizing employment through the Procter & Gamble plan now in general use in and about Cincinnati which has been employed in the P. & G. plants since 1923. The stabilized employment plan which has attracted considerable attention to Col. Procter and Cincinnati during the past few months, has been operating successfully during the recent period of general unemployment.

Those on the dinner committee were: W. D. Baldwin, Henry Bruere, Robert W. de Forest, W. J. Donald, E. G. Draper, Lucius R. Eastman, Paul U. Kellogg, Thomas W. Lamont, Sam A. Lewisohn, Julian W. Mack, Henry R. Seager, Paul M. Warburg and Arthur Young. Among those who attended were: Jacob Billikopf, Executive Director, Federation of Jewish Charities of Philadelphia; W. D. Baldwin, Chairman, Otis Elevator Co.; Alexander M. Bing, President, A. M. Bing & Son Realty Corp.; C. M. Bookman, Executive Secretary, The Community Chest, Cincinnati; William Butterworth, President, Chamber of Commerce of the United States; Julius H. Barnes, President, National Business Survey Conference; Henry Bruere, First Vice President, Bowery Savings Bank; Kent Cooper, General Manager, The Associated Press; P. E. Crowley, President, N. Y. Central Railroad; R. Fulton Cutting, President, Metropolitan Opera and Real Estate Co.; Arthur S. Draper, Associate Editor, New York Herald-Tribune; E. G. Draper, Vice President, Hills Bros. Company; Edward A. Filene, President, Wm. A. Filene Sons Co.; Edward Hopkinson, Jr., of J. P. Morgan & Co.; Roy W. Howard, President, Scripps-Howard Newspapers; Henry Ittleson, President, Commercial Investment Trust; Paul U. Kellogg, Editor of the Survey Graphic; Henry Leach, Editor of The Forum; Morris E. Leeds, President, Leeds & Northrup Co., Philadelphia, Pa.; Sam A. Lewisohn of Adolph Lewisohn & Sons; Judge Julian W. Mack of U. S. Circuit Court; Adolph S. Ochs, Publisher, New York Times; William S. Paley, President, Columbia Broadcasting System; James H. Post, President, B. H. Howell, Son & Co., Inc.; Henry R. Seager, Professor Economics, Columbia University; Arthur Hays Sulzberger, Vice President, New York Times; Ludwig Vogelstein, Chairman of the Board, American Metal Company; Daniel Willard, President, Baltimore and Ohio Railroad, Baltimore, Md.; R. R. Deupree, General Manager, Procter & Gamble Company; Harry S. Brutton, of the Procter & Gamble Company; Edward L. Bernays; and Edward Klauber.

Senate Passes Tariff Bill

By a vote of 53 to 31 the Senate passed the tariff bill on March 22. Voting for the bill were 46 Republicans and 7 Democrats and against it were 5 Republicans and 26 Democrats. Although the bill has been under consideration for more than a year, it is expected that the differences between the House and Senate bills will require almost a month of conferences before they are adjusted. Consequently it may be expected that the measure will not become law until late this month.

The opposition made a final desperate drive at the industrial oils and fats on the free list. They were defeated, however, by a vote of 39 to 28. If a study is made of this vote and it is compared with the vote against the Thomas amendment on Jan. 28, it will be found that six of the Senators who voted in favor of the Thomas amendment either voted against the amendment to put duties on industrial oils and fats offered on March 22, or in one instance, refrained from voting at all. On the other hand, six Senators who voted on the side of the consumer on Jan. 28 changed their stand when the Sheppard amendment came to a vote and lined up with the people who wanted to put duties on industrial oils and fats. Those members of the vegetable oil industries who worked so actively in securing the aid of the naval stores people in this battle

(*Turn to Page* 125)

A New Device for Efficient Drum Inspection

Insures an unobstructed interior view of drums, cans, tanks and cylinders

This Long-Stemmed, Portable Lamp encourages thorough inspection . . . Eliminates fire and explosion hazards.

HERE is a device for inspecting empty containers, checking contents, or for making sure that "empties" *are empty* before returning to shipper.

The Drum and Barrel Inspection Lamp is a really safe and efficient tool for the inspection of new and used drums, barrels, cylinders, cans, tanks, tank wagons and tank boats. It is in general use also at powder plants, flour mills, coal mines . . . wherever a spark may mean property destruction or loss of life.

It is entirely portable, and current is supplied by four standard flashlight cells contained in the handle of the lamp. It throws a powerful white light that penetrates every corner and crevice of the container. Constructed of heavy aluminum, it has a specially guarded lens, and withstands rough handling. The automatic light switch is totally enclosed and vaporproof.

The Drum and Barrel Inspection Lamp is sure to return its small cost to you many times over. We'll gladly send one on approval to any of your plants for examination and trial.

The VOL-U-METER CO., *Inc.*

715 Ohio Street, BUFFALO, NEW YORK

Engineers to the Liquid Handling Industry

Manufacturers of

Old Faithful Drum Cleaners and Agitators
Drum and Barrel Inspection Lamps
Bruno Can and Bottle Filling Machines
Vol-U-Meter Drum Filling Device

VUM-27

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Say you saw it in SOAP!

U. S. Court Defines Toilet Soap

Toilet soap is to be considered as meaning any soap which might be used by any person for cleaning his hands, according to a recent decision of U. S. Court of Customs and Patent Appeals in a case involving assessment of customs duty on a soap imported by W. L. Conover and F. Rochow & Co. The soap imported by these parties contained grit, and was recommended for use in removing ink, grease, tar and similar materials. The government considered it dutiable at 30% under paragraph 82 of the 1922 tariff act as toilet soap, but a lower court held it dutiable at 15% as soap not specially provided for. The reversing decision of the upper court said in part: It could hardly be contended that the act of washing and cleansing the hands was not a part of the making of the toilet. What means shall be utilized in doing this is just a matter of degree. There is a considerable difference between the grimy hands of the boy as he comes from play and the dainty fingers of the lady of fashion. What will cleanse one will have no effect on the other. The cleansing of them, however, in both cases, is a toilet operation. The fact that the engineer or garage mechanic must use this, or a like soap, to cleanse his hands or arms, does not make it any the less a part of his toilet. The term "toilet soap" is doubtless used in the statute to differentiate soap used in making the toilet, from "all other soap and soap powder," such as is used for household and laundry purposes. We are of the opinion the soap in question was properly classified as toilet soap.

Glycerine Imports Sharply Reduced

Imports of crude glycerine into United States during the month of January, totaled 189,142 lbs., worth $11,861. The average monthly import, during 1929, was about 1,250,000 lbs., so the January figures represented a considerable decline. Germany, France and Belgium were the suppliers. Imports of refined glycerine, coming entirely from the Netherlands and United Kingdom, totaled 97,815 lbs., worth $9,951, as against a monthly average import of approximately 500,000 lbs. in 1929. Yearly glycerine import figures for the past seven years are given below in pounds:

	Refined	Crude
1923.....	585,792	14,548,660
1924.....	1,500,644	14,427,054
1925.....	2,059,565	19,248,695
1926.....	10,732,246	27,701,142
1927.....	8,268,071	14,784,615
1928.....	4,287,587	4,501,727
1929.....	5,493,421	14,488,676

Enter Soap Flake Stipulation

A company which has been manufacturing and selling a soap for use in washing clothes, dishes and other articles, has recently signed a stipulation with the Federal Trade Commission agreeing to refrain from claiming that the soap would produce suds capable of sterilizing articles without boiling. Such claims had been made, although the soap contained no ingredients in sufficiently concentrated form to free the washed articles from disease-producing germs. Since the company agreed to refrain from misrepresentation about the sterilizing properties of the soap, the Federal Trade Commission, in line with its usual policy in such cases, has refrained from making public the name of the offending company.

Kirk Files Castile Appeal

James S. Kirk & Co., Chicago, recently filed a petition with the 7th Circuit Federal Court to review and set aside the order of the Federal Trade Commission, prohibiting the use of the word "castile" and the words "olive oil soap" in designating soap, the oil or fatty composition of which is not derived wholly from olives. The decision of the Federal Trade Commission a little more than a year ago was that a "castile" soap meant an olive oil soap, while Kirk argued that the average consumer understood "castile" soap to mean a pure and mild soap suitable for such purposes as washing babies. Commissioner William E. Humphrey dissented from the opinion of the commission at the time it was rendered.

Argentina Upholds U. S. Soap Mark

The Argentine manufacturer of a cleansing compound was recently fined $500 by an Argentine court for having imitated the package employed by an American concern for a similar product. The color of the paper employed and the type in which the lettering was printed were made in close imitation of those of the American product, although a different trade mark was used. The court took the position that it was called upon not only to protect the American firm whose sales were interfered with, but also the Argentine consumers who might be deceived into purchasing the spurious product through confusion as to what it really was.

Interstate Commerce Commission has recently suspended certain proposed reductions in freight rates on coconut oil from New Orleans to Dallas in investigation and suspension docket 3436.

SILVER SEAL COCHIN

Maintains the STANDARD of QUALITY

THE value of the application of modern methods, controlled by the most scientific practices, is presented to the users of coconut oil in the form of *Silver Seal Cochin.*

Bleached and deodorized, the color of this Spencer Kellogg product is guaranteed not to run higher than .5 red and 5.0 yellow; and contains not more than .07 free fatty acids.

Manufacturers of high-grade soaps of national repute have adopted *Silver Seal Cochin* as the standard by which coconut oils may be judged.

KELLOGG'S THE TEST TELLS 1894

SPENCER KELLOGG
COCONUT OILS
Manila Crude
Crystalite
Silver Seal Cochin
Edible
Hydrogenated

SPENCER KELLOGG AND SONS SALES CORP'N

General Offices: Buffalo, N. Y.; *New York Offices*: Graybar Building; *Crushing Plant*: Manila, P. I.; *Refinery*: Edgewater, N. J.

Sales Offices in all Principal Cities

Warehouse Stocks Carried At: Albany, Baltimore, Boston, Chicago, Cincinnati, Cleveland, Detroit, Kansas City, Milwaukee, New York City, Philadelphia.

(Tank Wagon Service in Greater New York)

Comparative Security Prices

PRICES of stocks of soap, chemical, insecticide, and allied companies as quoted on the New York Stock Exchange, Curb Exchange, other exchanges and over-the-counter, are given in the following table. This table of prices is compiled monthly for *Soap* by a representative of one of the oldest and best-known brokerage houses in New York.

Stock	High 1930	Low 1930	Mar. 1 1930	Apr. 1 1930
Allied Chem. & Dye	306	255¾	274½	298
Amer. Agri. Chem.	103⅜	63⅜	7½	93¾
Amer. Cyanamid "B"...	37	25½	26	33¾
Armour & Co. of Ill. "A"	8⅛	5¼	5⅝	7⅛
Bon Ami "A"	74½	70	71	74½
Brillo	16⅛	10	12	10
Colgate-Palmolive-Peet .	62⅞	52	62⅜	62⅞
Corn Products Refin....	102⅜	87½	94½	101½
Dow Chem. (Cleveland)	75½	69½	69½	72
Drug, Inc.	87⅜	77	79½	83
Du Pont	143½	112⅛	126¼	139⅝
Glidden Co.	38	31	35	35¾
Gold Dust	46⅞	37¾	43	43
Gulf Oil of Pa.	156¾	131¼	131¾	156¼
Heyden Chem.	23	21	22½	21
Intl. Agric. Chem.	7⅞	4½	6⅛	7½
Lehn & Fink	68½	28	31	31½
Mathieson Alkali	51⅜	37½	43⅜	49⅜
McKesson & Robbins ...	35½	25¼	31⅛	29
Monsanto Chem.	60	48⅝	56	53⅝
Newport Co. "A"	85	51	63	78
Procter & Gamble	70½	52⅝	67½	66¾
Shell Union Oil	24	21	21½	23⅞
Sherwin-Williams	No sales this year		84**	84**
Sinclair Consol. Oil	31⅜	21⅝	24½	31⅛
Stand. Oil of Cal	68½	55½	58¾	68⅜
Stand. Oil of Ind.	58½	49⅞	50½	58⅜
Stand. Oil of N. J.	76⅞	58	58⅞	76½
Stand. Oil of Ohio	108½	81	86	99¾
Swift & Co.*	34½	30⅞	32¼	31
Union Carb. & Carb...	106⅜	76	92½	104⅜
Westvaco Chlorine	59½	37	58½	53¾
Wilson & Co.	7¾	3½	3¾	6½

*New basis.
**Last sale Nov., 1929.

Report of Parke, Davis & Co. for 1929, shows net income of $8,381,283, equivalent to $1.76 a share on 4,752,715 no-par shares of stock. This compares with $8,208,874, or $1.73 a share, on 4,749,619 shares in 1928.

The will of the late William G. Ungerer, which was filed for probate recently, divides his estate of about $800,000 equally among his brother, Frederick H. Ungerer, New York, two sisters, Mrs. Lydia H. Cosgrove and Mrs. Frances R. Worth, of Westfield, N. J., and a nephew, Arthur C. Stallman, Jr., of Ithaca, N. Y. Frederick H. Ungerer was named executor.

P. & G. Earnings Increase

Procter & Gamble Co. earned $11,639,820 during the six months ended Dec. 31, 1929, equivalent to $1.75 a share on 6,410,000 shares of common stock outstanding, after allowing for dividends on the 22,500 shares of 8% preferred and 125,000 shares of 5% preferred. These earnings which were made at the highest rate ever reported by the company, compare with $9,574,497 for the first six months of 1928, an increase of $2,065,323, or 22%. In Aug., 1929, the common stock was split five-to-one and the new stock was put on a $2 annual dividend basis. Therefore, the earnings in the first half of the current fiscal year were within 25c of the entire year's dividend requirements. If the second half of the current fiscal year shows earnings equal to those of the first half year, the net profit for the full year will be in excess of $23,000,000. This would compare with earnings of $19,148,994 for the year ended June 30, 1929.

McKesson & Robbins, Inc., of Maryland, has reported for 1929 an operating profit of $4,109,872, compared with $3,741,281 in 1928. This was equivalent, after preferred dividend requirements, to $2.54 a common share, as against $3.70 a share in 1928.

Colgate-Palmolive-Peet Company's application to list 144,459 shares of 6 percent preferred stock of $100 par value, and 1,997,785 shares of common stock without par value has been approved by New York Stock Exchange.

Thomas G. Cranwell, formerly chairman of the board of directors of Continental Can Co., New York, has resigned and will be succeeded by Carle C. Conway, formerly president of the company, who will continue to take an active part in directing its affairs. O. C. Huffman, heretofore vice-president of the company, has been elected as its president and will be a member of the executive committee. All other officers have been re-elected.

A bill recently introduced into the House of Representatives in Mississippi, No. 303, would require manufacturers in that state to secure a permit from the State Board of Health before engaging in manufacturing. No attempt is made to get manufacturers to reveal the contents of their products, the ends of the legislation being merely manufacturing under sanitary conditions, proper packaging and insistence on quality in all drugs entering into the products.

Now in 100 lb. Multi-Wall Paper Bags— Light 58% Soda Ash

ANOTHER forward step in a program of constant improvement—Wyandotte Soda Ash now comes in multi-wall paper bags. Multiple wrappings end the old dust nuisance. No Soda Ash sifts out—it can't.

The new 100 lb. size handles easier, quicker. You save time, labor. Guaranteed dust-proof, leak-proof, break-proof, moisture-proof.

Michigan Alkali Company is the first Soda Ash manufacturer to successfully use this method of packing Soda Ash.

"Distinguished for its high test and uniform quality"

MICHIGAN ALKALI COMPANY

General Sales Department

10 East 40th Street, New York City

NOTE NEW ADDRESS: Our new location in New York is at 10 East 40th Street—just across the street from where we were and a few steps nearer Fifth Avenue

Chicago Office: 1316 South Canal Street **Works: Wyandotte, Michigan**

Say you saw it in SOAP!

CHICAGO NEWS

THE Chicago Drug and Chemical Association held its annual business meeting and election of officers at the Hamilton Club, during the luncheon hour, on Thursday, March 27th. R. A. Whidden, recently made president of Bauer & Black, Inc., a firm with which he has been identified for many years, was elected president of the Association. He succeeds O. N. Davis, western manager of U. S. Industrial Alcohol Co., retiring President of the Association. For vice-president, the Association chose O. H. Raschke, who for the past fifteen years has been Sales Manager of the Chicago office of Victor Chemical Works. Mr. Raschke's services to the Association have also been wide and varied. Mr. Raschke is a member of the Hamilton Club and there is no one more cordially received among the Chicago trade. E. Paul Gibney of The Bayer Co., Inc., was elected treasurer to succeed Euclid Snow who has served efficiently in this office for the past two years. Mr. Gibney has been Chicago branch manager for the Bayer Co. for the past five years, is now president of the Illinois Pharmaceutical Travelers' Association. Wm. A. Buchanan, of Clarence Morgan Co., was elected secretary but unfortunately the press of business duties at this time forced him to decline the office. At a later meeting it will be decided who is to fill the vacancy formed by the able and much liked Joseph A. Gauer, of Fritzsche Brothers, Inc. Vacancies in the Board of Directors were filled by the election of the following members, who will serve for a period of two years: George S. Baker, of Shush Laboratories; Lester Gordon of Solvay Sales Corporation; F. L. McCartney of Norwich Pharmacal Co.; and Floyd Kinyon Thayer of Abbott Laboratories.

The Grand Final Bowling Tournament of the Chicago Perfumery, Soap and Extract Association, announced last month, was held on Wednesday, April 2nd, at the Elks' Club. A close battle took place which resulted in the triumph of the team captained by A. J. Dedrick of Edward T. Beiser Co. The team of A. M. Burgh, of Marcelle Laboratories, pressed the victors at every turn of the game, finishing only two points behind. The team headed by James Stocks, of Franco American Hygienic Co. took third place, which left Ray Morris of Orbis Products Trading Co. leading the ones whose strivings were of no avail. The bowlers besides Captain Dedrick on the winning team were Arthur Fortune of Arthur Fortune Co.; Donald M. Clark of Franco American Hygienic Co.; Russell Brown of George Silver Import Co., and L. A. Solo of Primrose Laboratories. The valiant second-placers who assisted A. M. Burgh were Paul Pettit of Lady Grey Co.; Martin B. Vance of Givaudan-Delawanna, Inc.; W. Susanke of Dodge & Olcott, and W. E. Grassie of van Ameringen-Haebler, Inc.

The Association's Golf Committee has completed arrangements for what ought to prove a splendid season. Chairman A. C. Drury has made reservations for nine tournaments. The first will be held early in May. Frank H. Pettee, Chairman of the Entertainment Committee has announced that the Annual Spring Dinner Dance will be held at the Edgewater Beach Hotel during the first week in May. The event was postponed to prevent its falling in Lent and because of the impending migration of many members to the New York toilet goods convention. At the Association's first April meeting, held at the Midland Club on the 2nd, the members were entertained by Frank Shepard, trickster and humorist.

L. A. Solo of Primrose Laboratories suffered, on Wednesday, March 26th, the loss of his wife, who was killed at a Northwestern Railway crossing in Glen Ellyn, Illinois. Funeral services were held at Mr. Solo's Glen Ellyn home two days after the fatal accident, and were attended by many of Mr. Solo's associates and friends in the Chicago trade.

New York Oil Men Meet

Oil Trades Association of New York held their annual business meeting at the Roosevelt Hotel, March 27. Following dinner new officers were elected, the previous officers reported and general routine business was transacted. Clifford T. Weihman, of the Smith-Weihman Oil Co., New York, importers of olive oil foots and other products, was named as president for the ensuing year. Fearful that the membership might not allow him to make his speech, which had been months in preparation, Mr. Weihman had it nicely printed in a small folder, one copy of the address having been placed at each place before dinner. After the business meeting, the members adjourned to an adjoining room where refreshments were served in good quantity and various pastimes were indulged in.

The third annual soap carving contest in both white and colored soaps has just been conducted by the *Seattle Times* of Seattle, Wash.

HEIKO

SAPOFIXIN

We invite you to try our Sapofixins
in your Soaps as reinforcers.

Sapofixin Eau de Cologne
Sapofixin Hyacinth
Sapofixin Lavender
Sapofixin Lilac
Sapofixin Lily of the Valley
Sapofixin Orange
Sapofixin Pine
Sapofixin Rose
Sapofixin Violet

HEINE & CO.
NEW YORK
TELEPHONE BEEKMAN 1535
52-54 CLIFF STREET

Sole Distributors for HEINE & Co., A. G., Leipzig
in the United States and Canada

Say you saw it in SOAP!

PERSONAL and IMPERSONAL

Lee H. Bristol, of Bristol-Myers Co., is the head of a governing committee of the Association of National Advertisers which plans a survey of radio broadcasting to determine the number of listeners to radio programs sent out by national advertisers. D. P. Smelser, of Procter & Gamble Co., is also a member of the committee.

E. L. Little has been appointed general sales manager of Colgate-Palmolive-Peet Co., Ltd., Toronto. He succeeds A. D. Rettinger, who resigned his position recently. Mr. Little was formerly assistant sales manager of the company.

Fred J. Arthurs, Larkin Co., Buffalo, for the past fifteen years purchasing agent for soap department supplies and raw materials for the manufacturing divisions, has recently been transferred to the managership of the wholesale and hotel supply division. This division sells all kinds of Larkin soaps and cleansers wholesale, as well as the other Larkin products. The buying of fats, oils and other raw materials for the soap manufacturing division is under the supervision of Burrows Morey, manager of that department. Mr. Arthurs has been prominent in the purchasing Agents' Association of Buffalo, and has also served as Treasurer of the National Association of Purchasing Agents and Chairman of the organization's Committee on Naval Stores.

Keystone Bros., San Francisco, filed a protest claiming that soap classified at 25 per cent ad valorem for import duty, under Paragraph 13 of the 1922 Tariff Act, should be dutiable at 15 per cent, under Paragraph 82. Justice J. McClelland upheld the protest.

Horace V. Marr, managing director of Plaimar, Limited, Perth, West Australia, left West Australia on March 24 on a business trip to Europe, England and United States. He is expected to reach New York shortly, and will spend sometime in calling on the trade. Plaimar, Limited, is represented in United States on the sale of West Australian sandalwood oil by Imperial Export Co., New York.

G. Heyworth, formerly sales controller of Lever Bros., Ltd., Port Sunlight, England, has recently been appointed chairman of the board of directors of Joseph Crosfield & Sons, Warrington. He succeeded G. Kingdon, who retired recently after 33 years of service with the company.

National Cleansing Compounds, Ltd., Regina, Saskatchewan, Canada, was formed recently with 50,000 no-par shares. Incorporators were Walter Leslie, Alexander Garden and James D. Dawson.

U. S. Sanitary Specialties Corp., Chicago, has recently developed two new liquid toilet soaps: "Castiliqua," made of pure edible olive and other oils; and Babette Pure Castile Infants' Soap, a thick concentrated soap, made of edible oil and said to be safe for new-born infants.

Charles Heilman, soap maker, has taken a position with Compania Jaboneria del Norte, S. A., Monterrey, Mexico, makers of laundry soap. He left for Mexico early this month.

Manhattan Soap Co., New York, recently elected Oscar M. Burke as president of the company to succeed his father the late Frank G. Burke. F. G. Burke has been elected vice-president. H. F. Phares will be director of sales, in the New York office, and A. H. Garrigues continues as works manager.

Armour Soap Works, Chicago, has recently placed its advertising account with Blackett-Sample-Hummert Co., also of Chicago.

John Powell & Co., New York, are distributing an attractive two-color folder describing their *Powco Brand* neutral white soaps for use in the manufacture of dentifrices, shaving creams, shampoos and other toilet requisites.

The annual outing of the Oil Trades Association of New York will be held at Briarcliff Lodge, N. Y., on June 12, according to a recent announcement.

WHEN IT COMES
to supplying the soapmaker

with perfume materials, we are in position to furnish the highest quality merchandise at interesting prices.

When Again in the Market for

Oil Rosemary Spanish
Oil Thyme Red and White
Oil Lavender Flowers French
Oil Vetivert Bourbon and Java
Oil Geranium Bourbon and African

Write Us for Prices.

All Products of

Bertrand Freres, S. A.
GRASSE FRANCE

Sole Representative U. S. and Canada

P. R. DREYER, INC.
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PAOLO VILARDI
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Roermond, Holland
Artificial Musks

VANILLIN FABRIK
Hamburg, Germany
Aromatic Chemicals

Say you saw it in SOAP!

Colgate-Palmolive-Peet Co., S. A., has recently made arrangements for the opening of an agency in Tampico, Mexico. The agency will act as a distributing and redeeming office for coupons issued by the company, but will do no selling.

The New York office of Michigan Alkali Works, Wyandotte, Mich., has recently been moved to 10 East 40th street.

It was revealed by D'Arcy Cooper, at a recent meeting of the directors of Lever Bros., Ltd., Port Sunlight, England, that as far back as 1911 the company was negotiating with the predecessors of Margarine Union for a working agreement on raw materials on which the two companies competed up till the time of the recent merger.

Colgate-Palmolive-Peet Co., plans an extensive advertising campaign to increase sales on its "seventeen" line of perfumes and cosmetics.

Cardinal Chemical Co., Wenatchee, Wash., owners of deposits of pumice and soda salts near that city, is now manufacturing and marketing "Thuro," a detergent and cleanser base. The company is also manufacturing cleansers for private formula. A. M. MacDonald is president of the company.

Kelp-Ine Products Corp. of America has recently established headquarters at Seattle, Wash., at 766 Dexter Horton Building, in charge of George Pamping, Seattle Port Commissioner. The company makes Kelp-Ine, a detergent product from Pacific Ocean kelp, and are now pushing its sale in that section of the country.

Dr. Eric C. Kunz, executive manager of Givaudan-Delawanna, Inc., 101 Fifth avenue, New York, has recently returned from a trip covering eastern Canada, the middle western States, and completing his journey via Florida and the southern States back to New York. Dr. Kunz saw all the various representatives of the company and obtained some very interesting information concerning conditions in the various territories.

Burt H. Goddin, vice-president and sales manager of the Euro-American Corp., Newark, N. J., resigned April 1. Mr. Goddin has not announced any new plans as yet.

Soap Exhibited at British Fair

A number of British soap manufacturers exhibited their products at the recent British Industries Fair. The displays of the soap trade were in the section of the Fair in charge of British chemical manufacturers. Among the exhibitors were the following, according to the British Soap Manufacturer:

T. H. Bristow & Co., showing English Wallflower soap and Baby Curd soap.

Cussons, Sons & Co., showing a full line of general soaps as well as soap novelties for children in the forms of miniature figures of Robinson Crusoe, Red Riding Hood, etc.

Dubarry Perfumery Co., showing its Blue Lagoon soaps.

J. Grossmith & Son, Ltd., showing a complete line of toilet soaps, bath crystals and perfumes.

Hope's Soaps, showing palm oil soap wrapped in transparent cellophane.

Charles Midgley, Ltd., showing soap novelties for the Easter and Christmas trade, including the popular soap Easter-egg. The company also exhibited its Crystal Bath soap, and other toilet and shaving soaps.

Mond Staffordshire Refining Co., showing antiseptic soaps and other toilet preparations.

Payszu, Ltd., showing disinfectant soap, cleansing and polishing soap and dental soap.

Philo-Sano Co., showing toilet soap, bath soap, Chemico hand soap and Old English lavender soap.

R. F. White & Co., showing Mitcham lavender soap and other toilet and shaving soaps.

Wright, Layman and Umney, Ltd., showing Wright's coal tar soap.

Stocks of crude cottonseed oil on hand in United States as of February 28, 1930, totaled 109,069,560 lbs., against 126,357,322 lbs. held at the same time in 1929. Stocks of refined cottonseed oil on hand February 28, 1930, amounted to 512,572,213 lbs., as compared with 567,514,917 lbs. on hand February 28, 1929.

Revised figures on menhaden oil production on the Atlantic coast place the total production last season at 65,414 barrels, with one factory still missing, which is expected to bring the total to around 66,000 barrels. This compares with 74,075 barrels the previous year and 81,897 in 1927.

This Trade Mark DARCO *On Every Carton*

ADSORPTION

A Simple Method of Purification

Colloidal impurities and traces of foreign matter in your oil often cause serious trouble in its later uses. These contaminating substances are readily adsorbed and removed by DARCO. It is necessary therefore that you use DARCO regularly in your operations to insure

Maximum Decolorization

at

Minimum Cost

and

Highest Purity in the Resultant Oil

DARCO SALES CORPORATION

45 EAST 42nd STREET
NEW YORK, N. Y.

Cable Address:
DARCOSALE, New York

Telephone:
Vanderbilt 1592

Say you saw it in SOAP!

SOAP CHEMISTS' SECTION

(Official Publication, SOAP SECTION, American Oil Chemists' Society)

Further—Any Connection?

Since writing the short article, appearing under the title "Any Connection?" in the March issue of SOAP, the writer's attention has been directed to psyllostearylic acid ($C_{33}H_{66}O_2$) given in some tables (Lewkowitsch) as a higher fatty acid than melissic acid. On examination the analogy between this acid and a saturated solution of sodium carbonate is still more striking.

A saturated soda solution has a total specific volume, excluding only the carbonyl group, of 723.6. Psyllostearylic acid, also excluding the carbonyl group, has a calculated specific volume of 722.8. Furthermore, both substances agree very closely with the solubility ratio of carbon monoxide gas in water at 0 deg. which is 0.03.

The specific volume of the carbonyl group is 23.2 which gives:

$$\frac{23.2}{723.6} = .032 \text{ for the soda solution.}$$

$$\frac{23.2}{722.8} = .0321 \text{ for psyllostearylic acid.}$$

These analogies can scarcely be accidental in view of Langmuir's structural form for the fat molecule.

Lawrence, Mass. G. S. TATE.

Triethanolamine Emulsions

It is stated that the abietic acid soap of triethanolamine is almost completely hydrolyzed in water solution. Oil-water emulsions in which triethanolamine oleate serves as the emulsifying agent may be prepared by mixing the oil solution of oleic acid with the water solution of triethanolamine; for example five parts by weight of oleic acid are dissolved in ninety-three parts of palm oil and the resulting solution mixed with one hundred parts of water containing two parts of triethanolamine. A mixture of turpentine, kerosene and orthodichlorbenzene has been successfully emulsified in water with triethanolamine and oleic acid in the presence of dyes, oils and abrasives to give a satisfactory polishing compound. *Ind. Eng. Chem.* 22, 143-6 (1930).

A. O. C. S. Meets May 8-9

Members of the American Oil Chemists' Society will meet in New Orleans May 8 and 9 at the Hotel Roosevelt for their twenty-first annual meeting. In the business sessions there will be discussion of many matters of vital interest to the oil, soap and cotton seed products chemists, and the usual scientific reports of research work done by these chemists over the past six months will be given. There will also be a banquet, a golf tournament and other entertaining features.

Booklet on Activated Carbon

Industrial Chemical Sales Company, 230 Park Avenue, New York City, has just issued an attractive brochure, entitled "Activated Carbon, the Modern Purifier," by C. L. Mantell, Ph. D., with the cooperation of the technical staff of the company. This little booklet contains a wealth of data bearing on the subject of activated carbons, including details concerning their origin and preparation and their application to purification problems in many varied industries. Among the materials noted as being susceptible to purification by means of activated carbons are: glycerine, sugar, syrups, gelatine, phenol, oils and fats of all kinds, photographic solutions, etc. The Industrial Chemical Sales Co. will mail a copy of the brochure without charge upon request to anyone interested in purification problems.

Imports of castile soap into United States, during January, 1930, totaled 454,287 lbs., worth $49,664, as against 218,629 lbs., worth $28,474, during the same month of 1929. Imports of toilet soap during January, 1930, amounted to 174,545 lbs., worth $44,916, as compared with 130,552 lbs., valued at $41,874, during the first month of 1929. Imports of all other soap during January, 1930, totaled 178,637 lbs., valued at $24,169, as against 108,331 lbs., worth $16,732, during the same period in 1929.

International Agricultural Institute has estimated that the output of olive oil in Spain this year will total 6,203,000 quintals. This is almost three times the output of last year.

Soap Perfume Oils

Produced by

ROURE-BERTRAND FILS

LARAGNE (FRANCE) GRASSE BOUFARIK (ALGERIA)

Geranium African — Geranium Bourbon

Lavender Fleurs — Vetivert Bourbon

Petit Grain, South American

Ylang Ylang Bourbon

Ylang Ylang Nossi Be

As sole agents, in the U. S. and Canada, for Roure-Bertrand Fils, long a primary source of supply for these highly important Soap Perfume Oils, we invite comparison of these oils with those you are now using.

GEORGE SILVER IMPORT CO.

461-463 FOURTH AVENUE
NEW YORK CITY

Say you saw it in SOAP!

ON PRODUCTS AND PROCESSES

A qualitative test recommended for the detection of free caustic soda in toilet and grained soaps is as follows: add a few drops of phenolphthalein to 25 cubic centimeters of 96 per cent alcohol, then neutralize to a light rose tint; dissolve two grams of the finely divided sample in this alcohol with heat and exclusion of air. Cool, and if free caustic soda is present, the solidified mass will retain a distinct red color for at least one hour. *Seifensieder-Ztg.* 56, 402-3 (1929).

Soap may be prepared from the oxidation products of paraffin hydrocarbons by the action of caustic alkali, unsaponifiable substances present being separated from the soap by cooling to 15° C., or lower, preferably by easy stages. The soap solution is filtered, neutralized with peanut oil fatty acids, and concentrated. Brit. Pat. No. 312,405.

A white soap may be prepared from rosin by the following procedure: the rosin is treated with oxalic acid in the presence of an unsaturated fatty acid such as oleic acid at 140-160° C. and the mixture so obtained is treated at 180° C. in the presence of a catalyst such as zinc chloride. Fr. Pat. No. 665,425.

It is predicted that pressure saponification will be the standard method of the future according to *Allgem. Oel Fett Ztg.* 26,633-5 (1929).

A tallow soap containing 64.5 per cent fatty acid is not on the same basis of comparison with a rosin soap of the same fatty acid percentage, because the number of mols in the latter is much greater than in the former; a true basis of comparison requires an expression in percentage of gram mols. This is plainly shown in comparing the calcium stability of soaps by calculating the amount of lime precipitated by different soaps containing the same percentage of total fatty acids. *Seifensieder-Ztg.* 56, 393-4 (1929).

Crude fatty acids of whale or fish oils may be bleached by dissolving in a volatile solvent and treating them with strong sulfuric acid for such a time and at such a temperature that a small proportion of sulfonated acids is produced. Any undissolved material is separated from the solution of fatty acids and the volatile solvent expelled. U. S. Patent No. 1,740,012.

Alpha-abietinic acid is obtained by treating rosin with oxalic acid at 140-160° C. and purifying the resultant mixture of acid and phytosterol by crystallization from alcohol. This acid may be used in the manufacture of soap and of varnish. Fr. Pat. No. 665,424.

Solvent solutions of soap, consisting of soap solutions plus suspended finely divided petroleum products, are suggested for use in households in place of the customary plain soap solutions. In the preparation of such emulsions it is essential to select proper emulsifying agents for the production of permanent emulsions at given temperatures and concentrations. *Seifensieder-Ztg.* 56, 450-1 (1929).

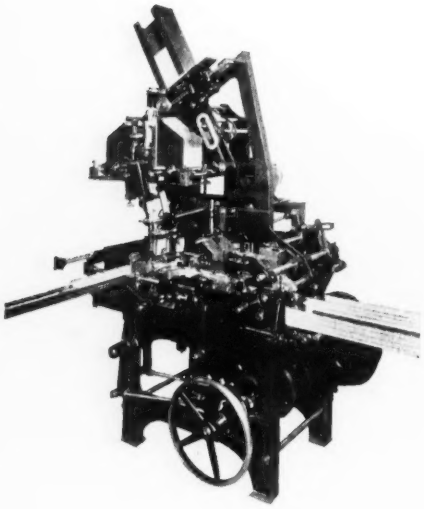
Wetting agents for use on textile materials are formed of sulfofatty acids esterified in the sulfo or carboxyl groups or in both. Brit. Pat. No. 313,160.

The potassium soaps of most oils and fats split off approximately one-half of their alkali content on hydrolysis, except the potassium soaps of castor oil, coconut oil or rosin, which split off from 6.1 to 26.3 per cent. Sodium soaps hydrolyze somewhat less than the corresponding potassium soaps. *Seifensieder-Ztg.* 56, 386-8 (1929).

A new dentrifice contains activated charcoal used with about seven or eight times as much kieselguhr, with or without other ingredients such as soap, bicarbonate of soda, orris, glycerol, saccharin and essential oils. U. S. Pat. No. 1,716,035.

Exports of soap from Great Britain during the month of January, 1930, totaled 150,348 cwts., worth £326,751, 131,691 cwts. of this, worth £239,746, being hard soap in bars and tablets. Imports of soap during the same month amounted to 31,085 cwts., valued at £65,378.

These well known Toilet Soaps



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CONTRACTS AWARDED

Holbrook Mfg. Co., Jersey City, N. J., was recently awarded 2,000 lbs. chip soap for Frankford Arsenal at 7.95c lb.

Penn Chemical Works was recently awarded 19,000 cans of lye for Brooklyn medical department at 5.75c. Du All Mfg. Co. awarded 8,300 cans floor polish at 46.25c. R. M. Hollingshead Co., awarded 1,000—2 lb. cans floor wax at 29.5c; 4,800 cans metal polish at 7.5c. National Crystal Co., awarded 25,000 lbs. washing soda at 1.9c.

Hudson & Thompson, Montgomery, Ala., was awarded the contract for 1,000 cakes of white floating Ivory soap for Maxwell Field at 6.59c.; Be Vier & Co., New York, awarded 1,000 cakes for Scott Field at 6.79c.; 600 cakes for Omaha at 6.79c.; 3,000 cakes for Sill at 7.19c.; J. S. Brown Merc. Co., Denver, awarded 1,800 cakes for Warren at 7.25c. Colgate-Palmolive-Peet Co. was awarded 1,800 lbs. of laundry soap in 1 lb. cakes for Camp Knox at 5c.

Day & Frick Soap Co., Philadelphia, was recently awarded 20,000 cakes grit soap at 4.05c. Newell-Gutradt Co. awarded 20,000 cakes grit soap at 2.95c. and 3.35c.

Collins Co., San Antonio, was recently awarded a quantity of Ivory soap for Fort Sam Houston quartermaster at 7.06c. Lever Bros. Co., Cambridge, awarded quantity of Life Buoy soap at 6.2c.; quantity of Lux soap at 7c. James S. Kirk & Co., Chicago, awarded a quantity of Kirk Olive soap at 4.16c. Colgate-Palmolive-Peet Co., Chicago, awarded quantity of Palm Olive soap at 6.37c.; quantity of Palm Olive shaving soap at 25.2c. San Antonio Drug Co., San Antonio, awarded a quantity of Cashmere Bouquet soap at 23c. Swift & Co., San Antonio, awarded a quantity of Maxine Elliott soap at 4.25c.; American Grocery Co., El Paso, awarded quantity of Gold Dust 36 oz. packages at 22.5c.

H. H. Rosenthal Co., was recently awarded 48 gals. disinfectant for Brooklyn quartermaster at 74c. R. M. Holliggshead Co. was awarded 864 tins liquid metal polish at 12c. Presto Co. awarded 288 tins hand soap at 5.5c. Unity Sanitary Supply Co. awarded 300 lbs. benzine soap at 25c. Lightnin' Lye Co. awarded 2,500 lbs. caustic soap at 5.8c. North American Dye Corp. awarded 300 lbs. dye soap at 70c.

Effective May 1, 1930, Houchin-Aiken Co., Inc., Hawthorne, N. J., will change its name to Houchin Machinery Co. No other change is contemplated, and the company will have the same management as formerly under the personal direction of Ernest A. Houchin, president of the company. For many years the Houchin-Aiken Co. has been one of the leading American manufacturers of soap machinery.

A series of short radio talks on cleanliness are being given over Columbia Broadcasting System by members of the staff of Cleanliness Institute. The first was delivered at 3:30 P. M., Eastern Standard Time, April 2, by Roscoe C. Edlund, and was entitled *A Tale of Soap and Water*. Other talks will be given at the same hour on the afternoons of April 16, 23 and 30, and May 7. They include practical information about the importance of keeping clean.

The agency for the exclusive sale and delivery of essential oils of the firm, Payan & Bertrand, Grasse, France, was transferred to Belgian Trading Co., New York, on April 1. The account was previously handled by E. Lelong, also of New York. Stocks of the Payan & Bertrand products will be carried in warehouse by the Belgian Trading Co.

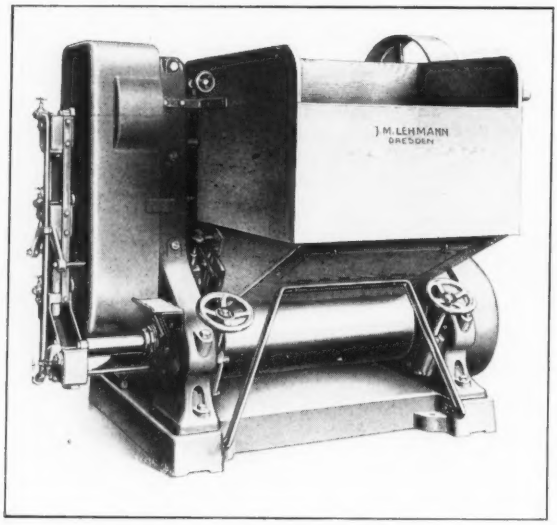
Harshaw Chemical Co., Cleveland refiners of glycerine and distributors of a general line of chemicals, recently occupied a four-story building which will serve as executive and sales offices and laboratories. The building contains about 20,000 sq. ft. of floor space, and stands on a four acre tract, allowing plenty of room for expansion.

Exports of castile soap from Spain to United States during 1929 had a total value of $169,926, as compared with a value of $210,405 for the exports in 1928.

The New "LEHMANN"
ROLLER BEARING TYPE
No. 412 MWS High Production Toilet Soap Mill
(Patents Applied for)

has justly been called the only

***Automatic Soap Mill* in existence**



It gives the soap 2 millings and 1 mixing in one operation.

PRODUCTION, from 1200 to 1400 lbs. finished toilet soap per hour.

Self-aligning roller-bearings—the best in the market—for all rollers and ball bearings for the drive shaft;

Machine cut gears well protected by guards against soap dust and any foreign matter;

Rugged construction on substantial base plate;

Render it most valuable for progressive soap manufacturers who wish to reduce their production cost.

Inquiries solicited

J. M. LEHMANN COMPANY, Inc.

248-250 WEST BROADWAY NEW YORK, N. Y.

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RECORD OF TRADE-MARKS

The following trademarks were published in the March issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

Trade Marks Filed

Jabon De Lister—This in solid letters on package describing soap. Filed by Johnson & Johnson, New Brunswick, N. J., Dec. 14, 1928. Claims use since 1896.

Cameo—This in solid letters describing soaps, cleansers, polishes and washing compound. Filed by Dajan Chemical Co., Boston, Jan. 22, 1929. Claims use since Dec. 14, 1928.

Turco—This in outline letters with picture of Turk and sword, describing soaps. Filed by Turco Products, Inc., Los Angeles, Apr. 23, 1929. Claims use since Oct. 15, 1927.

La Coeur—This in solid letters describing soap. Filed by Alfons Fehrenbach, Union City, N. J. Aug. 19, 1929. Claims use since Jan. 2, 1929.

Amotex—This in broken letters describing powdered soap and washing powder. Filed by Milwaukee Lubricants Co., Milwaukee, Oct. 28, 1929. Claims use since Oct. 19, 1929.

Sanifoam—This in broken letters describing liquid soap. Filed by Milwaukee Lubricants Co., Milwaukee, Oct. 28, 1929. Claims use since May 28, 1929.

"Jig"—This in solid letters describing household cleaner. Filed by Max M. Adler, Boston, Dec. 19, 1929. Claims use since July 30, 1926.

Da-Lee—This in outline letters describing tooth paste. Filed by Da-Lee Chemical Co., Baltimore, Sept. 5, 1929. Claims use since on or about Apr. 1, 1928.

Sanifume—This in solid letters describing insecticides, disinfectants and deodorants. Filed by Royal Manufacturing Co., Duquesne, Pa., Oct. 31, 1929. Claims use since Aug. 7, 1929.

Qualitest—This in solid letters describing dental cream. Filed by William A. Webster Co., Memphis, Nov. 7, 1929. Claims use since June 7, 1929.

Airite—This in solid letters on container, describing deodorant cake. Filed by Kemiko Mfg. Co., Newark, Dec. 28, 1929. Claims use since Sept. 16, 1929.

Flyrid—This in broken letters describing insecticide. Filed by Milwaukee Lubricants Co., Milwaukee, Jan. 8, 1930. Claims use since March, 1929.

Mar-Go—This in solid letters describing metal polishes. Filed by Marabate Products Co., Detroit, July 15, 1929. Claims use since Dec., 1927.

Alba—This in solid letters describing soap. Filed by Colgate-Palmolive-Peet Co., Chicago, Aug. 9, 1929. Claims use since Nov. 27, 1895.

Buckingham's Jiffy Shave—This in solid letters describing shaving cream. Filed by Buckingham Manufacturing Co., St. Louis, Oct. 2, 1929. Claims use since July 15, 1929.

Watta-Kleena—This in solid letters in pennant shape, describing cleaning compound. Filed by Hartsdale Research Laboratories, Hartsdale, N. Y., Dec. 16, 1929. Claims use since on or about Nov. 30, 1929.

Wesco—This in solid letters describing soaps, cleaners and sweeping compounds. Filed by Western Chemical Co., St. Joseph, Mo., Jan. 4, 1930. Claims use since Feb. 1, 1925.

Dr. Lyon's—This in solid letters describing dentifrice. Filed by R. L. Watkins Co., New York, Aug. 22, 1928. Claims use since 1866.

I. W. Lyon, D. D. S.—This in handwriting describing dentifrice. Filed by R. L. Watkins Co., New York, Aug. 23, 1928. Claims use since about 1867.

Representation of woman's head, describing dentifrice. Filed by R. L. Watkins Co., New York, Aug. 27, 1928. Claims use since June 1, 1868.

Dr. Lyon's Tooth Powder—This in solid letters describing dentifrice. Filed by R. L. Watkins Co., New York, Aug. 28, 1928. Claims use since 1892.

Aphex—This in solid letters with pic-

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NOW MEETS YOU MORE THAN HALF WAY

The gulf is bridged between a small or miscellaneous output of packaged goods, and high speed fully automatic wax wrapping machines. The busy Johnson engineers who designed some of the finest *superhuman* packaging machines have turned to a new field. The result is a machine practically worth its weight in gold to the small factory or department where higher priced equipment is out of line in relation to volume.

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The New Johnson Hand Fed Automatic Wax Wrapper breaks into a lower price level. It is a highly efficient machine ingeniously simplified.

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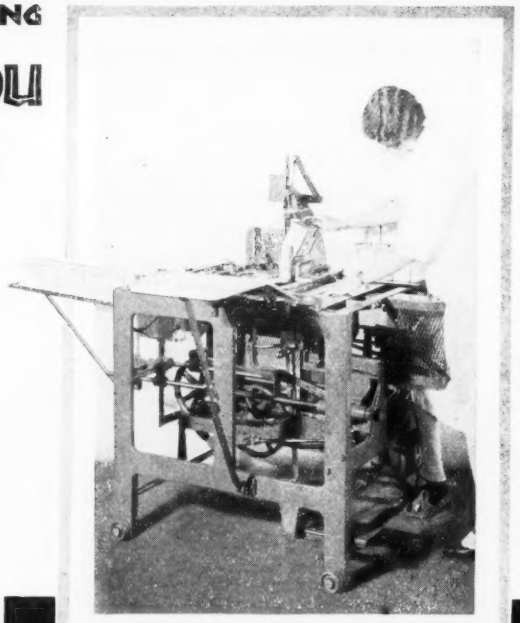
Speed developed on this machine is such that, by eliminating hand work, it can actually save its own cost in as short a time as five months. In less than a year it can pay back double the investment.

If your products require, or could benefit from wax wrapping, and your volume per package size does not justify a battery of "automatics" *by all means* let us describe this machine to you. *Send the coupon.*



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Send me, please, a full description of that Johnson Hand Fed Automatic. I am checking this square ☐ to suggest that you also have a representative call to discuss its use in my plant.

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Company .....
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S. 4-30

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ture of flower, describing insecticides. Filed by Koppers Products Co., Pittsburgh, July 11, 1929. Claims use since July 1, 1929.

Supersan—This on reverse plate in shape of oval, describing insecticides and disinfectants. Filed by Chemical Compounding Corp., Brooklyn, Aug. 16, 1929. Claims use since on or about Feb. 1, 1929.

Tanglefoot—This in solid letters together with fly on drawing of carton, describing insecticide. Filed by O. & W. Thum Co., Grand Rapids, Mich., Oct. 9, 1929. Claims use since Jan. 2, 1924.

Angel Pine—This in solid letters with drawings of pine trees, describing bath salts combined with pine-needle extract. Filed by Continent Import Co., New York, Jan. 17, 1930. Claims use since Jan. 1, 1930.

Napco—This in solid letters describing soaps, scouring powders, cleaners, polishes and shampoos. Filed by North American Polish Co., Cleveland, May 24, 1928. Claims use since Apr. 28, 1926.

First Suds—This in solid letters describing powdered soap. Filed by Milwaukee Lubricants Co., Milwaukee, July 16, 1929. Claims use since June 25, 1928.

Savoy—This on reverse plate describing metal polish. Filed by Milton Laboratories, Chicago, July 17, 1929. Claims use since June 3, 1929.

Tayco—This in outlined letters together with dishes in soap suds, describing soap powder. Filed by G. C. Taylor Co., Fairport, N. Y., Sept. 3, 1929. Claims use since Feb. 21, 1929.

Mo Chrome—This in solid letters describing metal cleaner and polish. Filed by Missouri Chromium Plating Co., St. Louis, Dec. 28, 1929. Claims use since Dec. 20, 1929.

Suedene—This in solid letters describing leather cleaning powder. Filed by Whittemore Bros. Corp., Cambridge, Jan. 6, 1930. Claims use since 1890.

Di-Ox—This in outline letters describing household cleaner. Filed by Di-Ox Products Co., New York, Jan. 10, 1930. Claims use since July 11, 1929.

Stanco Incorporated—This in outline letters describing insecticides, disinfectants and deodorants. Filed by Stanco, Inc., Wilmington and New York, Oct. 3, 1929. Claims use since Apr. 9, 1928.

"Bug-Go"—This in solid letters describing insecticide. Filed by Kilsem Manufacturing Co., Baltimore, Feb. 5, 1930. Claims use since Jan. 1, 1929.

(*Turn to Page* 133)

New Patents

Conducted by

Lancaster, Allwine & Rommel

Registered Attorneys

PATENT AND TRADEMARK CAUSES

402 Ouray Building, Washington, D. C.

Complete copies of any patents or trademark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster & Allwine. Any inquiries relating to Patent or Trademark Law will also be freely answered by these attorneys.

No. 1,745,798. Soap Box. Patented February 3, 1930, by Otto Jackmann, of Sangerhausen, Germany. A soap-box, comprising a casing, a holder fitting into the casing, the holder being adapted to be sunk into the body of the soap, a projecting knob secured to the holder and a circle of teeth secured within the box and engaging the knob, substantially as set forth.

No. 1,745,907. Process for producing a Liquid Insecticide Containing Effective Ingredient of derris species. Patented February 4, 1930, by Toshio Ohori and Kiyoshi Nakazawa, Tokyo, Japan, assignors to Zaidan Hojin Rikagaku Kenkyujo, Tokyo, Japan. A process for producing a liquid insecticide containing the effective ingredient of derris species, which comprises forming a primary material in which the effective ingredient is mixed with an anhydrous and alkali free material of an oily nature and dissolved in an anhydrous solvent such as benzol, carbon tetrachloride or trichlor ethan, and then mixing the primary material with a soap solution to form a colloidal solution.

No. 1,748,008. Combined Soap Holder and Massaging Device. Patented February 18, 1930, by Harry Barnowitz, Brooklyn, New York. A device of the character described, comprising a block of sponge rubber, parallel, longitudinally extending, spaced, integral handles on the upper face of the block, a sheet secured to the lower face of the block, and massaging projections on the sheet.

No. 1,748,533. Process of Manufacturing Durable Soap Creams Containing Highly Concentrated Salt Solutions. Patented February 25, 1930, by Siegfried Weissbein, of Berlin, Germany, assignor to Bader-und

(*Turn to Page* 89)

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ESTABLISHED IN 1798

ESSENTIAL OILS
SYNTHETIC AROMATICS
COMPOUNDED PERFUME BASES
For the Soap and Insecticide Industries

OIL CASSIA U. S. P.
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Market Report on

ESSENTIAL OILS AND AROMATICS

(As of April 8, 1930)

NEW YORK—The market for essential oils and aromatic chemicals was a very quiet affair during the recent period. A moderate amount of business was done but there was no tendency to buy except for immediate consumption. Price changes were few, and for the most part unimportant. A shortage of cedar wood oil became apparent during the period, with consequent higher prices on the small amounts of this oil available. Anise was a little easier than it has been recently, as new stocks were received from Indo-China by way of France. Bergamot was unchanged, and citronella was a little firmer. Other features of importance were lacking.

Oil Anise

As stocks of anise oil from Indo-China were received via France, quotations were reduced slightly in some quarters. An inside price of 95c lb. was quoted. Prices are not expected to return to normal until the regular volume of shipments from China is resumed.

Oil Bergamot

No change was noted in bergamot oil quotations in the New York market. Withdrawals during the period were small, and interest was lacking.

Oil Cedarwood

The only situation of any great interest which arose during the period was a shortage which was uncovered in cedarwood oil. The cedarwood industry has not been operating to capacity, and very little oil is now being manufactured. No stocks of oil are obtainable in producing regions, and most of the available oil is held among dealers. Quotations have advanced to 34 to 36c lb.

Oil Citronella

Both the Java and Ceylon oils were in firm position at the close of the period, with small

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Essential Oils and Fruit Essences

PERTH, W. AUSTRALIA

Sandalwood Oil	*Guaranteed Genuine*
Araucaria Oil	*A semi-solid natural aromatic*
Massoia Bark Oil	*with a warm rosy odour*
Huon Pine Oil	*Resembling Clove but more spicy.*
Eucalyptus Oil	*95% Methyl Eugenol.*
Otto Boronia [Concrete]	*All Grades and Varieties.*
	Australia's own flower.

Gum Acroides: Gum Kino

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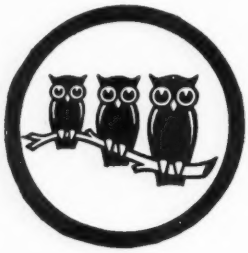

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offerings and fair demand. Higher costs in primary markets are considered responsible for the firmer conditions.

OIL PEPPERMINT

This oil was reported firmer in most quarters, and quotations were advanced to $2.90 lb., inside, ranging up to $3.10.

Burton T. Bush Joins Newport

Burton T. Bush, who has long been identified with the essential oil and aromatic chemical industry, is now associated with the Newport Chemical Works, Passaic, N. J. Newport are well known manufacturers of organic chemicals, intermediates, dyestuffs, and naval stores with large plants and laboratories at Carrollville, Wis.; Passaic, N. J.; Pensacola, Fla.; Bay Minette, Ala., and De Quincy, La. During 1929, Newport Chemical Works acquired the business and New Brunswick, N. J., plant of Rhodia Chemical Co., manufacturers of aromatic chemicals and isolates, and the American agency of Societe des Usines Chimiques Rhone-Poulenc of France, whose products are favorably known and sold under the trade-mark SCUR, as well as the American agency of R. Sornin et Cie of Grasse, France, producers of essential oils, natural floral products, etc.

The close scientific relations existing between the various branches of the organic chemical industry offer interesting possibilities. Many products obtained during the manufacture of the present Newport line may be important raw materials in the production of synthetic aromatics. There are also a number of chemical specialties, other than aromatics, which are now produced at the Newport Works, that it is believed might be of a decided value to the soap, perfume, cosmetic and other industries served by the aromatic branch. For the present, Mr. Bush will work with Dr. E. H. Killheffer, Newport's president, undertaking a complete study of the requirements of the industries particularly interested in aromatic materials, to determine just how such requirements are met by the research and manufacturing facilities of the Newport organization.

The Container Corporation of America, Chicago, manufacturers of corrugated and fibre board products, have taken over the Sefton Manufacturing Corporation, also of Chicago. In addition to producing corrugated and fibre boxes, Sefton also makes display boxes. No details have been announced as yet regarding the plans for operating the two companies.

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AROMATIC CHEMICALS

Prime Raw Materials for Soapmaking

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Phenylethyl Alcohol — Phenylacetic Aldehyde
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Flosal (The original Amyl Cinnamic Aldehyde)
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Market Report on

SOAP AND DISINFECTANT CHEMICALS

(As of April 7, 1930)

NEW YORK—A little more activity was reported during the recent period in the market for soap and disinfectant chemicals, although business had not as yet regained the levels which it reached during 1929. Shipments of alkalis have not come up to the expectations of producers, running considerably under shipments for the same months in 1929. Shipments of rosin continue in good volume with stocks being reduced each month in spite of large production. This situation would be satisfactory to producers if it were not that it has been necessary for them to reduce prices to a very low level to dispose of the large production. It is expected that production will be reduced this year. Trade in glycerine was quiet, although higher prices were obtained for saponification glycerine during the period.

Alkalis

Shipments of alkalis by producers continue to be smaller than the corresponding totals for 1929, but this is not considered remarkable in view of the fact that the shipments in 1929 were the largest ever made. Producers are being forced to recognize the fact that business was at its peak in that year, and that the abnormally large shipments cannot be duplicated this year now that the expansion movement has been interrupted. Business done in the early weeks of April was satisfactory, showing an increase over March.

Glycerine

An advance in the price of saponification glycerine was reported during the recent period as offerings declined. Quotations advanced from 7¼ to 7¾c lb., inside, ranging up to 8c lb. Other quotations were unchanged, and no great activity was noted in the market. Sales were not large. C. P. glycerine was quoted at 13½ to 14½c lb., with dynamite at 10¾ to 11c. Soaps lye in tanks was again offered at 6¾ to 7c lb.

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Say you saw it in SOAP!

Rosin

Rosin prices were again lower on all the dark grades at the close of the recent period. On March 31 the naval stores industry closed what has been one of the most unsatisfactory seasons it has gone through. Production was large during the year, resulting in lower prices. It is expected that the crop will be considerably curtailed in 1930-1931 by producers, just as was the case in the 1925-1926 season which also followed several seasons of expanded production and small prices. Stocks on March 31 were considerably lower than they were a year before, leaving the industry in a better statistical position than has prevailed at the opening of any of the recent seasons. It is expected that the increased use of rosin which has come as a result of the lower prices will result in a further reduction of stocks during the current season. Quotations at the close were: Grade B, $7.00; H, $8.55; K, $8.60; N, $8.95; WG, $9.05; WW, $9.25; wood works, $6.40.

Insect Powder

The market for pyrethrum flowers was stronger during the recent period, as it became apparent that the new crop had been almost completely taken up. Shipments are still coming into the country, but it is believed that in many cases these represent older material. Quotations ranged between 28 and 32c lb.

Colgate Leads in Drug Bowling

The team representing Colgate-Palmolive-Peet Co. in the Wholesale Drug Trade Bowling Association Tournament, practically clinched the championship by winning three games on March 24, bringing their total up to 29 games won and 10 lost. The E. R. Squibb & Sons team was back in second place again with 23 victories and 13 defeats, and Church & Dwight Co. was in third place with 22 wins and 14 losses. Glendenning, of the Colgate-Palmolive-Peet team, rolled 266 recently to establish a new individual high score for the season. Other teams follow in the league standing in this order: Roessler & Hasslacher Chemical Co.; Lanman & Kemp; Grasselli Chemical Co.; American Cyanamid Co., No. 2 team; American Cyanamid Co., No. 1 team.

Hammill & Gillespie, New York, dealers in silica, pumice stone, bentonite and allied products, announce that R. F. Revson has severed his connection with the company. Mr. Revson is now conducting his own business as a consulting chemist, with offices at 161 W. 75th street, New York.

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Market Report on

TALLOW, GREASES AND OILS

(As of April 8, 1930)

NEW YORK—There were fewer price revisions in the market for oils, fats and greases during the period recently concluded than there have been for many months. The usual monthly report for the past year has told of numerous price revisions, with the trend generally being downward. This month the changes were few, and a number of them represented changes to higher rather than lower levels. Coconut oil and copra were definitely firmer, especially on future shipments, although nearby stocks were not much affected. Corn oil was also slightly stronger as was cottonseed oil, following firmness in the markets for grain and cotton. Tallow again declined in price. Olive oil continued to be priced much under the quotations of a year ago, as stocks were plentiful. Small declines were noted in tallow oil, lard oil, oleo oil and stearine.

Coconut Oil

Although no quotable change was made in the price of spot Manila oil during the recent period, the market was distinctly firmer at the close. Future supplies were higher, and copra was distinctly stronger in all markets. Futures which were going begging earlier in the period were withdrawn latterly, and sellers were distinctly of a more optimistic mind. The London market for copra has recently experienced a technical reaction, and a number of short sellers have turned to the long side of the market to cover their commitments.

Corn Oil

There was an advance in the price of the corn oil during the period, due, no doubt, to stronger position of grain and competing oils. Sellers were more optimistic, and offerings were few except at more favorable prices. Quotations on mill tanks ranged from 7¾ to 7⅞c lb. at the close.

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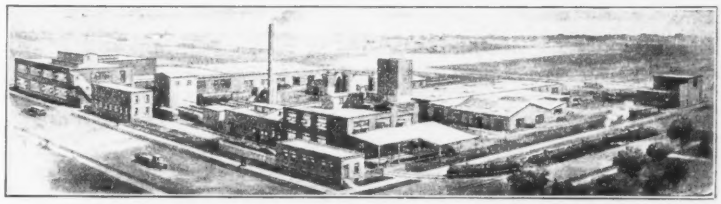

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Cottonseed Oil

The market for cottonseed oil was distinctly firmer at the close of the recent period, resulting from scarcity of seed and fewer offers of crude oil. With business considered well on its way back to normal, interest was revived in the security and produce markets, stimulating bullish activity in each. P. S. Y. oil closed at 8⅞c to 9c lb., with crude oil at 7½c to 7¾c lb.

Grease

No changes were noted in quotations on grease during the period, in contrast to the steady and severe decline which has characterized the last few months. The market was much steadier with fair demand and no excess of offerings.

Olive Oil

The market for olive oil was still in very weak position at the close of the recent period, with ample stocks of oil available and no large demand. Commercial oil was obtainable at 75c to 85c gal., with foots offered at 6¾c to 7c lb.

Tallow

Another small decline was noted in the price of tallow, city extra material now being available at 6⅝c lb., with 7⅜c lb. quoted on fancy tallow. Moderate sales were reported during the period.

Confer on Whale Conservation

An international conference, on the subject of whale conservation, was opened April 3, in Berlin, by Sir Sydney Chapman, chairman of the economic committee of the League of Nations. Whale experts from practically every country in the world were present, including Dr. Remington Kellogg, Smithsonian mammalogist and research associate of the Carnegie Institute, who left New York recently to attend the conference. The conference was expected to consider the whale biologically, with emphasis on its migratory, feeding and breeding habits. It was hoped that the findings of the conference would lead to a group of recommendations seeking uniform legislation among all nations to keep the killing of whales below the danger line. Fear has been expressed that the present rate of slaughter of the whale will soon lead to its complete extermination. Dr. Kellogg stated that 30,000 whales were killed in 1929, probably twice the amount of the yearly kill during the nineteenth century, when the American whaling industry was at its peak. Many authorities agree that the number of whales has reached its lowest point, with the annual kill well in excess of the natural increase. Certain areas of the seas, where whales were abundant, are now depleted, Dr. Kellogg said.

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CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P. drums	lb.	.11¼	.14
Acid, Boric, bbls. 99½%	ton	135.00	162.50
Cresylic, 97%, dk., drums	gal.	.58	.60
97-99% pale drums	gal.	.65	.74
Formic, 90%, tech.	lb.	.10½	.12
Oxalic, bbls.	lb.	.11¼	.11½
Salicylic, tech.	lb.	.33	.37
Adeps Lanae, hydrous, bbls.	lb.	.14	.15
Anhydrous, bbls.	lb.	.15	.16
Alcohol, Ethyl, U. S. P., bbls.	gal.	2.63	2.74
Complete Denat., No. 5, drums, ex.	gal.	.44	.52
Alum, potash, lump	lb.	—	.03½
Ammonia Water, 26° drums wks.	lb.	.03	.03½
Ammonium Carbonate, tech., bbls.	lb.	.12	.13
Bay Rum, Porto Rico, denat. bbls.	gal.	.75	.80
St. Thomas, bbls.	gal.	.75	.80
Domestic, bbls.	lb.	.70	.75
Benzaldehyde, U. S. P.	lb.	1.15	1.30
Technical	lb.	.60	.65
Bleaching, Powder, drums	100 lb.	2.00	2.60
Borax, pd., cryst., bbls. kgs	ton	66.00	77.50
Carbon Tetrachloride, car lots	lb.	.06¼	.07
Carbon Tetrachloride, L. C. L.	lb.	.06½	.10
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	10.00	25.00
Cresol, U. S. P., drums	lb.	.14	.17
Creosote Oil, tanks	gal.	.13	.16
Formaldehyde, bbls.	lb.	.07¾	.07¾
Fullers Earth	ton	15.00	30.00
Glycerine, C. P., drums	lb.	.13½	.14½
Dynamite, drums	lb.	.10¾	.11
Saponification, tanks	lb.	.07¾	.08
Soaps, Lye, tanks	lb.	.06¾	.07
Hexalin, drums	lb.	—	.60
Kieselguhr, bags	ton	35.00	—
Lanolin, see Adeps Lanae.			
Lime, live, bbls.	per bbl.	1.70	2.20
Menthol, cases	lb.	4.00	4.15
Synthetic, tins	lb.	3.00	3.75
Mercury Bichloride, kegs	lb.	1.65	1.80
Naphthalene, ref. flakes, bbls.	lb.	.04½	.05½
Nitrobenzene (Myrbane) drums	lb.	.09½	.10½
Paradichlorobenzene, bbls., kegs	lb.	.17	.25
Paraformaldehyde, kegs	lb.	.38	.39
Petrolatum, bbls. (as to color)	lb.	.02⅞	.08⅝
Phenol, (Carbolic Acid), drums	lb.	.14¾	.15
Pine Oil, bbls.	gal.	.60	.72
Potash, Caustic, drums	lb.	.06⅛	.06⅜
Flake	lb.	.06½	.08
Potassium Bichromate, casks	lb.	.09	.09¾
Pumice Stone, powd.	100 lb.	2.50	4.00
Rosins (600 lb. bbls. gross for net)—			
Grade B to H, basis 280 lbs.	bbl.	7.00	8.55
Grade K to N	bbl.	8.60	8.95
Grade WG and WW	bbl.	9.05	9.25
Wood, works	bbls.	—	6.40
Rotten Stone, powd., bbls.	lb.	.02½	.04½
Silica, Ref., floated	ton	22.00	30.00
Soap, Mottled 40 lb. box	lb.	.15	—
Powdered White, U. S. P.	lb.	.29	.30
Green, U. S. P.	lb.	.07¾	.08¼
Whale Oil, bbls.	lb.	.04	.05¼
Soda Ash., Contract, wks., bags, bbls.,	100 lb.	1.32	1.55
Five bbls., up, local	100 lb.	2.34	2.49
Soda Caustic, Cont., wks., sld.	100 lb.	2.90	—
Five drums up, solid, local	100 lb.	3.76	3.91
Five drums up, grnd. flk.	100 lb.	4.16	4.31
Soda Sal., bbls.	100 lb.	1.00	1.15
Sodium Bifluoride	—lb.	.17½	.19
Sodium Chloride (Salt)	ton	20.00	25.00

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Sodium Hydrosulphite, bbls.	lb.	.23	.27
Sodium Phosphate, bbls. (Trisodium phosphate)	lb	.03¾	.04
Sodium Silicate, 40 deg., drum	100 lb.	.70	.80
Drums, 60 deg., wks.	100 lb.	1.65	—
In tanks, 10c less per hundred works.			
Tar Acid Oils, 15-25%	gal.	.26	.30
Zinc Oxide, lead free	lb.	.06½	.07
Zinc Stearate, bbls.	lb.	.24	.26

Oils—Fats—Greases

Castor, No. 1, bbls.	lb.	12¼	.12½
No. 3, bbls.	lb.	.11¾	.12
Coconut, tanks, N. Y.	lb.	.06¾	.06⅞
Tanks, Coast	lb.	.06⅜	.06½
Fatty acids, mill, tanks	lb.	.09⅞	
Cod, Newfoundland, bbls.	gal.	.52	.56
Copra, bags, Coast	lb.	.04⅛	—
Corn, tank, mills	lb.	.07¾	.07⅞
Bbls., N. Y.	lb.	.10	Nom.
Fatty acid	lb.	.07⅝	—
Cottonseed, crude, tanks, mill	lb.	.07½	.07¾
PSY	lb.	.08⅞	.09
Fatty Acids, mill, bbls.	lb.	.07⅞	—
Degras, Amer., bbls.	lb.	.03¾	.04½
English, bbls.	lb.	.04½	.05
German, bbls.	lb.	.03¼	.03¾
Neutral, bbls.	lb.	.07¾	.09
Greases, choice white, bbls., N. Y.	lb.	.06	.07⅞
Yellow	lb.	.05⅝	.05¾
Brown	lb.	.05½	.05⅝
House	lb.	.05⅝	.05¾
Lard, prime, steam, tierces	lb.	.10½	—
Compound tierces	lb.	.10¾	.11
Lard Oil, edible prime	lb.	.12¾	—
Extra, bbls.	lb.	.10¾	—
Extra, No. 1 bbls.	lb.	.10½	—
No. 2, bbls.	lb.	.09⅞	—
Linseed, raw, bbls., spot	lb.	.1420	.1500
Tanks, raw	lb.	—	.1340
Boiled, 5 bbls. lots	lb.	—	.1540
Menhaden, Crude, tanks, Balt.	gal.	.45	Nom.
Light pressed, bbls.	gal.	.58	.60
Yellow, bleached, bbls.	gal.	.60	.62
Extra bleached, bbls.	gal.	.63	.65
Oleo Oil, No. 1, bbls., N. Y.	lb.	.12⅜	—
No. 2, bbls., N. Y.	lb.	.10⅞	—
Olive, denatured, bbls., N. Y.	gal.	.75	.80
Shipments	gal.	.75	—
Foots, bbls., N. Y.	lb.	.06¾	.07
Shipments	lb.	.06¾	—
Palm, Lagos, casks spot	lb.	.07¼	.07⅜
Shipments	lb.	.06⅞	.07
Niger casks, spot	lb.	.06¾	.06⅞
Shipments	lb.	.06½	.06¾
Palm Kernel, pkgs.	lb.	.07⅝	.07¾
Tank cars	lb.	.07⅛	.07¼
Peanut, refined, bbls., N. Y.	lb.	.12½	.13
Crude, bbls., N. Y.	lb.	.09¼	.09¾
Red Oil, distilled, bbls.	lb.	.10⅜	.10⅝
Saponified, bbls.	lb.	.10⅜	.10⅝
Tanks	lb.	.09¼	—
Soya Bean, crude tks., Pac. Coast	lb.	.09	.09½
Crude, bbls., N. Y.	lb.	.11¼	.11½
Refined, bbls., N. Y.	lb.	.13	.13¼
Stearic Acid			
Double Pressed	lb.	.14½	.15
Triple pressed, bgs.	lb.	.16½	.17
Stearine, oleo, bbls.	lb.	.08⅞	.09
Tallow, fancy, f. o. b. plant	lb.	.07⅜	.07½
City, ex. loose, f. o. b. plant	lb.	.06⅝	
Tallow oils, acidless, tanks, N. Y.	lb.	—	.09½
Bbls., c/l, N. Y.	lb.	—	.09¾
Whale, nat. winter bbls., N. Y.	gal.	—	.78
Blchd., winter, bbls., N. Y.	gal.	—	.80
Extra blchd., bbls., N. Y.	gal.	—	.82

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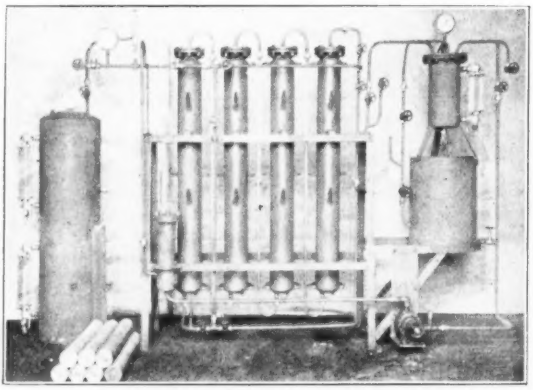

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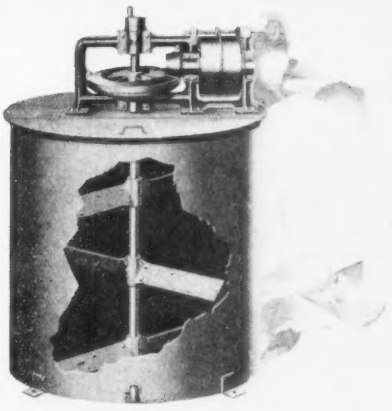
Bitter, F. F. V. A	lb.	2.90	3.10
Sweet, cans	lb.	.57	.60
Apricot, Kernel, cans	lb.	.35	.36
Anise, cans	lb.	—	—
U. S. P. cans	lb.	.95	1.10
Araucaria, cases	lb.	1.75	1.80
Bay, tins	lb.	2.20	2.40
Bergamot, coppers	lb.	3.00	3.25
Artificial	lb.	2.00	3.25
Birch Tar, rect., bot.	lb.	.45	.50
Crude, tins	lb.	.13	.14
Bois de Rose, Brazilian	lb.	1.20	1.30
Cayenne	lb.	1.85	1.95
Cade, cans	lb.	.26	.27
Cajuput, native, tins	lb.	.75	.80
Calamus, bot.	lb.	3.25	3.50
Camphor, Sassy, drums	lb.	.25	
White, drums	lb.	.25	.26
Cananga, native, tins	lb.	2.50	2.75
Rectified, tins	lb.	3.00	3.25
Caraway Seed	lb.	1.70	1.85
Cassia Redistilled, U. S. P., cans	lb.	1.35	1.40
Cedar Leaf, tins	lb.	1.05	1.10
Cedar Wood, light, drums	lb.	.34	.36
Citronella, Java, drums	lb.	.60	.62
Citronella, Ceylon, drums	lb.	.58	.60
Cloves, U. S. P., cans	lb.	1.65	1.70
Copaiba	lb.	.31	.33
Eucalyptus, Austl., U. S. P., cans	lb.	.50	.52
Fennel, U. S. P., tins	lb.	.95	1.00
Geranium, African, cans	lb.	4.00	4.50
Bourbon, tins	lb.	3.75	4.25
Hemlock, tins	lb.	1.00	1.10
Lavender, U. S. P., tins	lb.	2.60	5.00
Spike, Spanish, cans	lb.	.90	1.10
Lemon, Ital., U. S. P.	lb.	1.90	2.50
Lemongrass, native, cans	lb.	.78	.80
Linaloe, Mex., cases	lb.	2.30	2.40
Neroli Artificial	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.70	1.80
Orange, Sweet, W. Ind., tins	lb.	3.00	3.10
Italian, cop.	lb.	3.30	3.65
Distilled	lb.	1.70	1.95
Origanum, cans tech.	lb.	.25	.30
Patchouli	lb.	6.50	7.00
Pennyroyal, dom.	lb.	1.65	1.70
Imported	lb.	1.15	1.20
Peppermint, nat. cases	lb.	2.90	3.10
Redis., U. C. P., cases	lb.	3.15	3.25
Petit Grain, S. A., tins	lb.	1.80	1.90
Pine Needle, Siberian	lb.	.65	.70
Rose, Natural	oz.	15.00	21.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.40	.45
Tech., lb. tins	lb.	.30	.35
Sandalwood, E. Ind., U. S. P.	lb.	8.50	8.75
Australian	lb.	5.65	—
West Indian (Amyris)	lb.	1.95	2.25
Sassafras, U. S. P.	lb.	1.20	1.30
Artificial	lb.	.29	.32
Spearmint, U. S. P.	lb.	4.50	4.75
Thyme, red, U. S. P.	lb.	.70	.80
White, U. S. P.	lb.	.85	.90
Tech.	lb.	.60	.70
Vetivert, Bourbon	lb.	6.00	6.25
Java	lb.	20.00	22.00
Ylang Ylang, Bourbon	lb.	8.00	9.00



PATTERSON
SOAP MACHINERY

IMPORTANT in the PATTERSON line of *Soap Making Machinery* are PATTERSON Mixers including liquid, semi paste, paste and heavy duty mixers: plain or jacketed type: for low or high pressure steam operation: upright or horizontal mixers: small or large capacity: single unit or gang assembly: belt or motor drive. PATTERSON Mixers are ruggedly built for long term service, they are speedy, they insure quality yield, they are efficient and economical in operation. These world famous mixers produce an agitating action that is effective throughout the entire volume of the tank. They are unexcelled for either mixing or for storage.

The PATTERSON line also includes chemical process kettles, crutchers, agitators and stirrers, fine grinders, cooking kettles, evaporators, emulsifiers, drying apparatus, vacuum kettles, stills, etc. Where corrosion, chemical action or metallic contamination must be controlled in processing, special materials are used to meet specific needs.

PATTERSON Engineers are well qualified by long experience to give expert consultory aid to soap manufacturers on mixing and agitating problems.

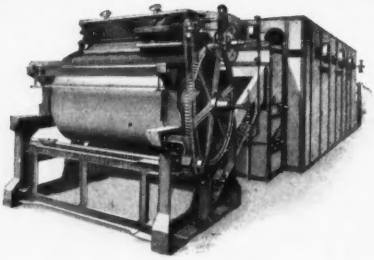
The PATTERSON FOUNDRY & MACHINE COMPANY

R. L. CAWOOD, President

East Liverpool, Ohio, U. S. A.

Established 1865

New York Philadelphia Chicago Los Angeles

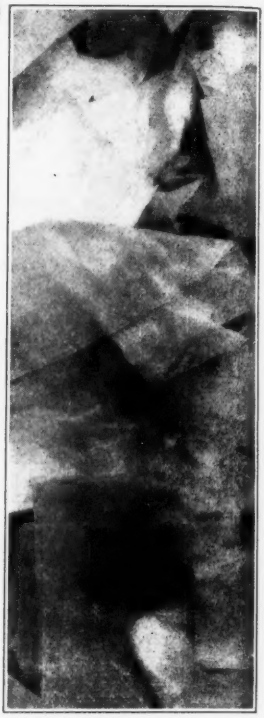


THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

PROCTOR & SCHWARTZ, Inc.
PHILADELPHIA



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Leipzig, Germany

Essential Oils — Aromatic Chemicals

We invite your inquiries, especially on

LAVENDESTER (M & O)

the latest Metzner & Otto product. A most satisfactory and extremely economical substitute for Lavender

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Sole Agents for U. S. and Canada

EURO-AMERICAN CORPORATION

MAIN OFFICE AND LABORATORY

125 N. J. RAILROAD AVE., NEWARK, N. J.

Say you saw it in SOAP!

Aromatic Chemicals

Acetophenone, C. P.	lb.	3.15	3.75
Amyl Cinnamic Aldehyde	lb.	4.00	8.00
Anethol	lb.	2.00	2.25
Benzaldehyde, tech.	lb.	.60	.65
F. F. C.	lb.	1.10	1.30
Benzyl Acetate	lb.	.90	1.25
Alcohol	lb.	1.20	1.25
Citral	lb.	2.75	4.00
Citronellal	lb.	2.00	3.50
Citronellol	lb.	3.00	5.00
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	3.50	4.00
Diphenyl oxide	lb.	1.15	1.25
Eucalyptol U. S. P.	lb.	.90	.95
Eugenol, U. S. P.	lb.	3.50	3.75
Geraniol, Domestic	lb.	2.65	2.75
Imported	lb.	3.00	3.25
Geranyl Acetate	lb.	2.75	3.50
Heliotropin, dom.	lb.	1.90	2.00
Imported	lb.	2.35	2.60
Hydroxycitronellal	lb.	5.50	6.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	5.00	10.00
Iso-Eugenol	lb.	4.50	5.50
Linalool	lb.	3.25	4.00
Linalyl Acetate	lb.	5.00	7.50
Menthol	lb.	4.00	4.15
Methyl Acetophenone	lb.	3.75	4.25
Anthranilate	lb.	2.40	2.60
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.40	.42
Mirbane, rect.	lb.	.10	.12
Musk Ambrette	lb.	6.50	7.00
Ketone	lb.	7.50	8.00
Xylene	lb.	2.15	2.75
Phenylacetaldehyde	lb.	6.00	9.00
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.	lb.	4.50	6.50
Rhodinol	lb.	12.00	18.00
Safrol	lb.	.35	.40
Terpineol, CP, 1,000 lb. drs.	lb.	.30	.32
Cans	lb.	.32	.34
Terpinyl Acetate, 25 lb. cans	lb.	.80	1.15
Thymol, U. S. P.	lb.	2.00	2.40
Vanillin, U. S. P.	lb.	6.25	7.00
Yara Yara	lb.	1.50	2.50

Miscellaneous

Insect Powder, bbls.	lb.	.28	.32
Concentrated Extract	lb.	2.05	2.12
Gums—			
Arabic, Amb. Sts.	lb.	.21	.22
White, powdered	lb.	.26	.27
Karaya	lb.	.13	.28
Tragacanth, Aleppo, No. 1	lb.	1.28	1.40
Sorts	lb.	.50	—
Turkish, No. 1	lb.	1.00	Nom.
Waxes—			
Bayberry, bgs.	lb.	.27	.29
Bees, white	lb.	.48	.52
African, bgs.	lb.	.32	.33
Refined, yel.	lb.	.36	.38
Candelilla, bgs.	lb.	.19	.20
Carnauba, No. 1	lb.	.31	.32
No. 2, Yel.	lb.	.27	.29
No. 3, Chalky	lb.	.21	.22
Japan,cases	lb.	.14½	.15
Paraffin, ref. 125-130	lb.	.04¼	.05¾

TERPINEOL, C. P.

Water White—Fine Odor—One of the Best Low Cost Odors for Soaps, Fly Sprays, Deodorizing Blocks, etc.

MENTHOL, Synthetic

White Crystals with Fine Natural Odor for mentholated shaving creams, soaps, shampoos, lotions, creams.

CAMPHOR Synthetic

THYMOL U. S. P. Crystals

Products of Schering-Kahlbaum A. G., Berlin

SCHERING CORPORATION 110 William Street New York, N.Y.

Sole Import and Sales Agents in the U. S. A. for the Manufacturers.

Stock Carried at New York

SILICATE OF SODA

SYNCHRONIZED with Quantity and Quality Production—

Soap plants today are equipped to make hundreds of tons of high grade soap. It's a far cry to the day of boiling pots with a couple hundred pounds of soap. Everything has been touched with the wand of modernization, — equipment, formulae, volume, and of course, materials.

Quartz Quality Silicate of Soda has kept in step with the march of progress since the Civil War. It is synchronized with modern production methods. Standardize on uniform quality silicate — Quartz Quality.

PHILADELPHIA QUARTZ COMPANY
General Offices
121 S. Third Street, Philadelphia
Chicago Sales Office: 205 W. Wacker Drive

QUARTZ QUALITY

W&S WURSTER & SANGER, INC

Spray-Process Soap Powder Plants

The spray process of producing soap powder is now displacing the old chilling-roll method in large plants.

The product is granular and more pleasing in appearance than the fine, dusty powder scraped off of rolls.

There is no refrigeration required. Less labor and power are required. Manufacturing costs are cut in half.

New Plants Designed—
Old Plants Remodeled

Complete plants for
Crude, Dynamite and C. P. Glycerine—Laundry, Toilet and Liquid Soaps, Spray-Process Soap Powder, Fatty Acid Distillation, Fat Splitting, Stearic Acid and Red Oil, Refining of Fats and Oils, Hydrogenation of Oils.

WURSTER & SANGER, INC.
5201 Kenwood Avenue
CHICAGO

Soap Patents

(*From page 33*)

which passes on carries with it in solution the resene, and this substance may now be recovered free of abietic acid compounds. The precipitate which remains in the filter press consists of an alkali metal (sodium) acid salt of abietic acid. This added to the fatty-acid compounds of which soap is essentially prepared, affords a commercial soap of the excellence indicated, and a soap which may be prepared and marketed in the form of chips, which are serviceable and satisfactory."

THE invention of patent 1,212,818 has for its object to produce soft transparent oil soaps directly during the process of manufacture. Various kinds of oil, especially vegetable oils, are used with the process which is carried out without the aid of any potash employed in making soft transparent oil soaps. The process forming the subject matter of this invention thus dispenses with the use of potash, and soft, transparent oil soap is produced by means of caustic soda lye. This has primarily been attained by preparing the oil before saponification so as to render it easily saponifiable. In order to prepare the oil, it is simply heated to a certain temperature and alcohol modifies the oil and renders it susceptible for the action of the caustic soda lye which then is added to the prepared mixture of oil and alcohol. Various kinds of oil may be used in accordance with the present process, for instance linseed oil, corn oil, cotton seed oil, olive oil, soy bean oil, coconut oil, deodorized

THIS is the second of a series of articles reviewing the progress of American soap manufacture through interpretation and abstraction of patent records by Joseph Rossman, Examiner in the U. S. Patent Office, Mr. Rossman, who is a chemical engineer and lawyer with long experience in the Patent Office, gives in the first two articles an interpretation of certain groups of soap patents as general examples in their fields, to be followed in later articles with a series of patent abstracts covering soaps and detergents dating back some seventy-five years up to the present time.—The Editors.

It's out now!

No. 8Z—55 Gallons

This newly developed open head drum is an innovation in steel containers and therefore is certain to interest every soap manufacturer who requires steel drums.

Though only a medium-priced shipper, this drum has the strength and security of more expensive containers. The No. 8Z with its 17½" opening means fast filling and easy emptying. The drum seals liquidtight in 45 seconds and is easily resealed for reshipping.

WILSON & BENNETT MFG. CO.
6536 S. Menard Ave.
CHICAGO
39 Cortlandt St.
NEW YORK

BENETCO
STEEL CONTAINER Specialists

POTASSIUM PERSULPHATE for Bleaching Soaps

A COMBINATION of POTASSIUM PERSULPHATE and BECCO ELECTROLYTIC HYDROGEN PEROXIDE for the improved bleaching of soaps. Learn about this newest bleaching agent which is already being used by some of the leading soapmakers.

Send samples to our laboratory for a free test of this new bleaching method.

BUFFALO ELECTRO-CHEMICAL COMPANY, Inc.

Station B. Buffalo, N. Y.

GERANIOL for SOAP

In various grades to meet every requirement as to price.

A. M. TODD COMPANY

KALAMAZOO, MICH.

Business established in 1869

fish oil, etc. Denatured ethyl alcohol is used because it is cheaper.

A vegetable oil, for instance linseed oil, is heated to a temperature of from 100-110 degrees F. At this temperature, the alcohol is incorporated with the oil. The mixture is well agitated until a uniform mass has been obtained. Now caustic soda lye is added having a temperature of from 60-90 degrees F. and the mixture well agitated. After the action of the lye on the mixture of oil and alcohol is complete, some water is added at ordinary temperature. The entire mixture is now boiled until a complete combination has been effected and soft transparent soap of proper consistency is obtained. During the boiling of the mass, the alcohol evaporates and is not found in the finished product.

(To Be Continued)

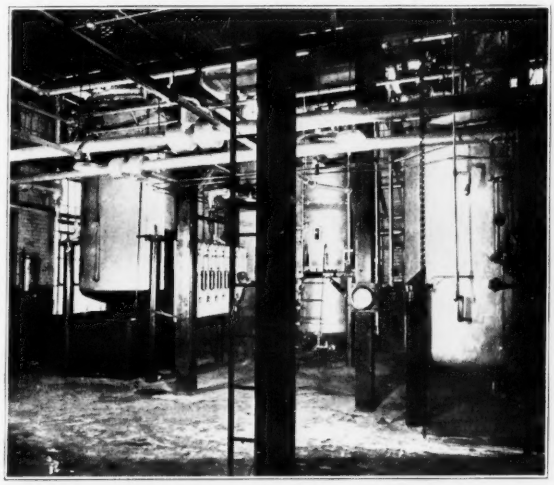
Soap Prices

(From Page 29)

facture, packages, storage, shipping, and the like cost money. The impression which an investigation of the market leaves is that on some products the profit is wide and on others, the goods are sold at a loss, the difference, if any, being the gain or loss of the business.

In discussing the soap market situation with a representative of one of the best-known and progressive soap plants in the Middle West, the point was raised that the company did not get a return from its invested capital, at present raw material and soap prices, equal to six per cent. This manufacturer pointed out that the money invested in a building and loan fund, or other investment paying six per cent, would net them more at the end of the year than their operations in making and selling soaps in a highly competitive market, and this in spite of the fact that their raw materials had declined materially over the past year and their prices for soaps had not dropped off to any marked extent.

Another soap maker in explaining the relative movements in prices of oils and fats compared with finished soaps over the past year, made the following important point:—for every reduction of one per cent in raw material costs, it is only possible for the soap maker to reduce his price of finished products about one-half to one-third of a per cent as this is all the material costs represent relatively in the price of the soap as delivered to the consumer. In other words, a drop of 10 to 15 per cent in fat and other material costs, justifies a drop in soap prices of four to six per cent and no more. This is just about the rate of reduction which



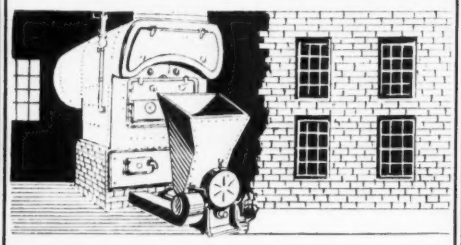
Garrigue Glycerine Distillation Plant

WILLIAM GARRIGUE AND CO., INC.

9 S. CLINTON ST.,

CHICAGO

COMPLETE EQUIPMENT FOR GLYCERINE RECOVERY AND DISTILLATION



Half the Plant

Of what use a fine car without a fine motor? Of what use the most modern soap making equipment without a real boiler—stoker fired —*it's half of any soap plant!*

Brownell Boilers

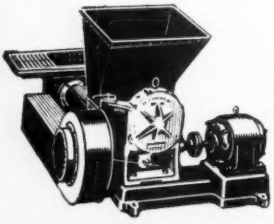
have been on the market 75 years, and in all those years no man has succeeded in building better ones! Installed in soap plants the world over—belong in yours.

Brownell Automatic Stokers

in various types and in all practical sizes. Heavier, more accurately built—like Brownell Boilers —worthy of the name they bear.

Get Boiler Bulletin B-9
Stoker Bulletin S-51

The Brownell Company
Dayton, Ohio
Established in 1855



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A Diatomaceous Earth of Quality that You Can *Prove By Test.*

Uniform in efficiency

Dependable in supply

Economical in cost

***and* an efficient service insured by our Engineering Staff.**

We solicit your interest and an opportunity to furnish further information.

Industrial Chemical Sales Co

Incorporated

230 Park Avenue
New York, N. Y.

205 W. Wacker Drive
Chicago, Ill.

Say you saw it in SOAP!

this manufacturer has made in his prices as compared with a year ago.

In conclusion, it is interesting to note the reaction of the majority of soap makers to the question of the future of soap prices. None believed that there would be any material reduction in soap prices over the next few months as a direct reflection of present fat prices. Most everybody looked to sharp competition for business as a far more influential factor in the market. The opinion seemed general, however, that soap prices were not due for further reductions. They have dropped some five to ten per cent thus far, and this seems to be sufficient, all things considered, in the eyes of the trade.

◆

In commenting on soap exports the *British Soap Manufacturer* said in a recent issue:

"The British soap industry, in the face of severe world competition, especially from the United States, finds increasing difficulty in maintaining its position. The 1929 export figures, both for quantity and value, show a rather serious decline as compared with the two previous years. The total weight of exports for the year was 1,513,576 cwts., valued at £3,511,121, as compared with 1,638,132 cwts., valued at £3,798,234, in 1928."

New Patents

(*From Page 63*)

Verkehrs-Aktiengesellschaft, Berlin, Germany, a Joint Stock Company of Germany. The process of preparing a therapeutically effective, durable soap cream from a highly concentrated salt solution, which process consists in adding a small quantity of saponine to the salt solution, mixing the salt solution together with the saponine therein with over fattened soap cream in hot condition, and thereupon stirring the mixture until it will cool off.

No. 1,745,507. Disinfectant and Antiseptic Product. Patented February 4, 1930, by Jacob M. Schaffer, of Washington, D. C. As a disinfectant and antiseptic, acyl resorcinols containing more than one carbon atom in the acyl group.

No. 1,745,508. Antiseptic and Germicidal Product. Patented February 4, 1930, by Jacob M. Schaffer, of Washington, D. C. As antiseptic and germicidal products, amyl phenols.

◆

A new plant is now being constructed at Downey, Cal., by All-American Chemical Products Co., Whittier, Cal., manufacturers of boiler compounds.

No Decolorizing Problem Too Difficult For

CARBORAFFIN

AND

ESBIT

High-Active Decolorizing Carbons

ALLIED ACTIVE CARBON CO., INC.

551 FIFTH AVENUE NEW YORK CITY

AERO BRAND

The Consistently Better

T-S-P

Careful screening . . . careful curing . . . advanced manufacturing methods by experienced producers . . . these are the reasons Aero Brand T-S-P is consistently better.

Every requirement of critical users is satisfactorily met by Aero Brand T-S-P. It is free-flowing . . . readily soluble . . . well packaged. And, with our complete facilities at Warners, N. J., on New York Harbor, regular or emergency shipments can be made by rail, water or truck.

AMERICAN CYANAMID COMPANY — AERO BRAND — PRODUCTS

Industrial Chemicals Division
American Cyanamid Company
535 Fifth Avenue New York

KING & HOWE

IMPORTERS Incorporated MILLERS

PYRETHRUM

K&H

11 CLIFF ST. NEW YORK

Insect Powder

Half Closed Dalmatian
Closed Dalmatian
Japanese

Contracts Solicited

Insect Flowers

Allow us to quote you direct from the godowns of Japan and the interior collecting centers of Dalmatia or on our spot stock

"Headquarters for Bulk Buyers"

INSECTICIDE AND DISINFECTANT REVIEW

Official Publication of *The Insecticide and Disinfectant Manufacturers Association.*
Harry W. Cole, Holbrook, Mass., Secretary.

Action,—When?

THE manufacturer of liquid insecticide who turns out a low grade product continues to be a menace to the industry. Everywhere, we still hear complaints about the quality of some of the sprays being made and the prices at which they are sold. Again it is the price buyer who lays himself open to being defrauded.

We hear of sprays carrying the extractives of a pound of pyrethrum to four and five gallons, and of sprays made with low grade, greasy and ill-smelling kerosenes. There are sprays made by crude methods where the extraction efficiency on the pyrethrum is very low and where a goodly part of the active killing power of the pyrethrum remains behind in the residue. These products as a rule are sold very cheaply, and it is their cheapness which usually recommends them to buyers who are not particular what they buy as long as it is called an insecticide.

For the maker of high quality insecticides, this element of cheap competition is just as much a menace as it ever was. It is unquestionably the major problem of the fly spray industry to-day. Complaints will not solve it,—neither will fruitless discussion. We believe that nothing short of drastic governmental action will correct the evil. It has been discussed again and again with no effect. A definite plan of action should now be devised if possible through the agency of the association of the industry.

Terry Patent Costs

AS we look back over the Terry Fly Spray Patent litigation, no doubt remains but that the insecticide industry as a whole thus far has come off with a comparatively small expense in defending this suit—for in reality, it was a suit in which every pyrethrum liquid insecticide maker in the country was a defendant whether he realized it or not. Knowing as we do what the costs have been in similar types of patent litigation where whole industries have been involved on one side or the other, we feel safe in saying that the average cost to an industrial group in a case of this kind could without many complications have been five or ten times as great.

Many of the leading insecticide manufacturers of the country were generous with their contributions to the defense. There still remains, however, a goodly portion of the expense of the defense which has not been paid by the industry. Some criticism has been leveled at the defense group and the trustee of the fund for efforts in trying to gather in the needed money and clean up the deficit. One criticism in particular states that it was poor business to spend the money for the defense before it was collected. This may be all well in theory, but in this case, it was act fast and effectively, or not at all. Had the defense not been supported promptly, there is every reason to believe that there might today be in the record a decision in favor of the owners of the Terry Patent instead of one against them.

Had there been a delay in supporting the defense both with data and funds, it very probably would have meant a doubling or trebling of the cost of the suit. As it is, the insecticide industry has come off cheaply—very cheaply, considering the character and importance of the litigation.

Chicago Meeting

THE annual mid-summer meeting of the Insecticide & Disinfectant Manufacturers Association will be held again this year at the Edgewater Beach Hotel in Chicago. The dates are June 9, 10, and 11. It has come to be a fact that the summer meetings of the Association are practically as important and as well attended as the annual meetings in New York. The Chicago meeting gives everybody in the mid-west a close-at-hand convention place. The time is now not two months away. Make your arrangements and lay your plans to be there. Mark off the dates—June 9, 10, and 11!

Charles Gress, president of Charles Gress & Co., Columbus, O., manufacturers of polishes and sanitary specialties, died suddenly late in March.

The Insecticide *and* Disinfectant Manufacturers Association

OFFICERS

President .....Dr. Robert C. White
Robert C. White Co., Philadelphia

1st Vice-President.....Evans E. A. Stone
William Peterman, Inc., New York

2nd Vice-President.....John Powell
John Powell & Co., New York

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E. B. Loveland.....Stanco, Inc., New York
C. P. McCormick.....McCormick & Co., Baltimore

Membership

Active—Open to manufacturers and wholesale distributors of disinfectants, germicides, deodorants, insecticides, liquid soaps, polishes, and allied products. Dues—$75.00 per year.

Associate—Open to firms supplying raw materials, containers, equipment, etc., to the membership. Dues—$50.00 per year.

For further details, communicate with
INSECTICIDE & DISINFECTANT MANUFACTURERS ASSOCIATION
Harry W. Cole, Secretary
HOLBROOK MASS.

Notes of the Trade

Dominion Tar & Chemical Company shows for 1929 a net income of $845,802, equivalent after dividend requirements on the preferred stock to $2.34 a share on 235,000 shares of common stock.

Sharp & Dohme recently started an extensive advertising campaign to popularize their germicide, S. T. 37. Advertising copy will be approved by the American Medical Association, and will appear in such national publications as *Saturday Evening Post*, *Good Housekeeping* and *McCalls*.

C. H. W. Hasselriis, director of The Ratin Laboratory, Inc., of New York, has recently been elected Secretary of the Rebild National Park Board, an Illinois body organized by Americans of Danish descent.

In a recent issue it was announced that Tar Products Corp., Providence, had changed its name to American Tar Products Company of New England. Due to technical difficulties, which have arisen in the attempt to make the change, it has been decided to retain the former corporate name.

William Peterman, Inc., New York, insecticides and disinfectants, recently acquired the manufacturing and sales rights to Ercolin from Smith-Ernster Laboratories, Inc., New York. This product is used in cases of hay fever and sinus trouble.

Zonite Products Corp. reports consolidated net income of $1,356,845 in 1929, equivalent to $1.92 a share on 74,726 no-par capital shares outstanding.

A new size package has been added by Expello Corporation, Dover, N. H., known as "Expello No. 3," a moth preventive, retailing for 50c. The Spring campaign will be directed by N. W. Ayer & Son, and calls for space in a number of national women's magazines.

Parke, Davis & Co. earned net income was $8,381,283 during 1929 as against $8,208,874 during the previous year. The earnings in 1929 were equivalent to $1.76 a share as compared with $1.75 during the previous year.

What Kind of OIL for FLY SPRAYS?

WHAT are the desirable characteristics for a good petroleum base for liquid household insecticides? What color oil is best? What minimum flash point is necessary? What boiling point is desirable? Is viscosity of the oil base important? Does the presence of greasy by-products make an oil unsuitable? What is the feasibility of attempting to deodorize the base at the refinery? What price should a good oil sell for in tank cars?

In an attempt to find the answers to these important questions, a representative of the *Insecticide and Disinfectant Review* visited the sales and research departments of a number of the leading oil refining companies within the past two weeks, and found a surprising lack of knowledge of the insecticide maker's problems on the part of the oil refiners. This is not remarkable in view of the present state of the insecticide industry. It has only existed in its present form for a comparatively short time, and essential facts about a new industry are difficult to obtain until sufficient time has elapsed for it to be recognized as an industry worthy of searching scientific study. Representatives of the oil refineries are of course familiar with the properties of their own products, but whether these properties are such as to make the products desirable from the point of view of the insecticide maker is a phase of the situation which is not as well understood as might be desired.

The oil companies which have done any considerable research work on the subject are the companies which are making insecticides themselves. They have acted as insecticide makers and not as oil refiners in making these tests, seeking information which would enable them to turn out better insecticides, rather than information which will enable them to be of more assistance in supplying other insecticide makers with the petroleum base. They are unwilling to make their discoveries public, feeling that they would only be passing on their own advantages to their competitors.

Some of the desirable characteristics of an insecticide base were determined by the writer, nevertheless, by supplementing the information received from oil refineries with certain opinions expressed by independent makers of insecticides and marketing agencies in close touch with consumer preferences. All seem to agree on the desirability of a water white color for the base. A clear, well-refined oil, not lower than 21 Saybolt on the colorimeter, is preferred. The oil should be reasonably free from odor, although complete deodorization in the refinery is impossible in commercial production at a reasonable cost. A partial chlorination will remove some undesirable odors, but this increases cost unduly, has a tendency to discolor the oil and is said to give a product which will decompose more readily in sunlight. Masking of the odor by the addition of aromatic products, that is perfuming materials, is considered the best answer to this problem.

A MOST important feature of a petroleum insecticide base is its flash point, or the property of its vapor to ignite at certain temperatures. Any oil vapor which would catch fire readily at ordinary household temperatures would mean that the oil would be very dangerous to use, as is well known. The flash point of the oil should in no case be lower than 100, and should be as high as 130 if possible. The vapors arising from an oil with a flash point of 100 cannot be ignited in an open receptacle at a temperature less than 100° C. Such oils are considered safe for general household use. Another important feature in a petroleum base is volatility. If an oil is too volatile it will evaporate before it has done its work. At the same time, there should be sufficient volatility to secure evaporation at a rate which will not permit the formation of a heavy greasy film after the sprayed oil has settled. In general, an insecticide oil is the cut between kerosene and gasoline, lighter than kerosene, but not as light or as inflammable as gasoline.

Presence of greasy by-products in an oil would make it entirely unsuitable for a household insecticide base, although they are sometimes present. The general run of insecticides is free from this disadvantage, but occasionally users have trouble with some products because the uninformed insecticide manufacturer has bought from an uninformed refiner a base which contains substantial amounts of the heavier oils, usually at a low price. This can be attributed to faulty refining or to careless-

Koppers Tar Acids

NATURAL Phenol, Cresols and Cresylic acids are now available from our newly completed plant at Follansbee, W. Va.

These Tar Acids, products of very careful manufacturing control and standardized raw materials, are being offered in a number of grades. Among these grades, having good odor, pale color and exceptionally low impurity content are:

1. U. S. P. Cresol, boiling well within the Pharmacopoeia limitations, and with high meta cresol content, making it particularly desirable for Liquor Cresolis Compositus.

2. Meta-Para Cresol, practically water white at time of shipment, boiling in a close range and with 55 to 60 per cent meta cresol, the most valuable of the three cresols for disinfectant purposes.

3. 97-99% Pale Cresylic Acid, low boiling and appropriate for manufacture of soaps and soluble disinfectants for both hospital and Bureau of Animal Industry uses.

We are also able to offer close cut fractions and blends of phenol and the three cresols as required.

Shipments in quantities of from single drums to tank cars.

Standardize on Koppers Tar Acids!

Samples, prices, specifications and complete information gladly furnished on request.

KOPPERS PRODUCTS COMPANY
Koppers Building, Pittsburgh, Pa.

TAR PRODUCTS CORPORATION
Providence, R. I.

WHITE TAR COMPANY OF N. J., INC.
Kearny, N. J.

Divisions of The KOPPERS COMPANY

KOPPERS

Cresol U.S.P.

Cresylic Acid
(low-boiling)

Tar Acid Oils

Naphthalene
(crude—refined—all forms)

Koppers Hexcide

Coal Tar Disinfectants
(Coefficient 2 to 20)

Tar Acid Disinfectants
(Liquor Cresolis Compositus U. S. P. and Soluble Cresylic Compounds)

Animal Dips

Cattle Sprays

Light Oil Distillates
(Toluol, Xylol, Benzol, Solvent Naphtha)

Wood Preservatives

Agricultural Chemicals
(Ammonium Sulphate, Flotation Sulphurs)

I&D MA — Insecticide and Disinfectant Manufacturers Association

These products can be put up as your own brand or shipped in bulk.

KOPPERS PRODUCTS CO.

Say you saw it in SOAP!

ness in blending. A minimum of greasy matter should be present in the base, and it should be tested on such surfaces as wool, linen, satin, paper and varnish to determine whether it would stain them if sprayed in the household.

Different opinions are given as to the proper boiling point of the oil. One user considers that it is of little importance, while a refiner suggests an initial boiling point of 300°, with an end point of 410°. Another refiner gives a maximum of 320° as the most satisfactory initial boiling point, with the end point between 450° and 500°.

PRICES of suitable oils vary between 9c and 10c gal., in carload lots, according to the grade of oil desired and the section of the country in which purchases are made. Quotations are usually 1c to 4c above the ruling quotations on kerosene. It is difficult to quote comparable prices, or for that matter to set up uniform specifications, because the oils vary in different parts of the country. Each refinery has its own specifications and names, with the result that comparable oils are sold in different parts of the country under different names, while products sold for the same purposes often have widely differing characteristics. Refiners are not at the present interested in making a special grade of oil for insecticide bases as they do for other particular purposes, because of the extra manufacturing operations, special equipment and storage tanks which would be necessary. A careful study of the insecticide field and an appreciation of the gallonage of petroleum products being used by the insecticide industry, which is estimated to run now into many millions of gallons yearly, might make refiners more willing to take steps in this direction.

Investigations by a representative indicate that many manufacturers are using common kerosene and other unsuitable petroleum oils in the manufacture of their sprays, usually buying the one which is available at the lowest price, although the improper oil is sometimes purchased through ignorance. Most refiners appear to be unwilling to give out for publication the correct specifications for an insecticide oil base, and quite apparently, other refiners do not know what these specifications should be, even though they may be selling oil to insecticide makers. We have therefore arranged with an independent petroleum expert who is familiar with the insecticide requirements to discuss this subject from the technical angle in a later issue of this publication.

Stanlaw Laboratories, Philadelphia, was recently awarded 1,000 cans silver polish for Philadelphia quartermaster at 7¼c.

I & D Board Meets in New York

The Board of Governors of the Insecticide & Disinfectant Manufacturers Association met at the Hotel McAlpin, New York, March 26, in a regular meeting to transact routine affairs of the organization. Those in attendance were Dr. Robert C. White, president; Evans E. A. Stone, vice-president; Harry W. Cole, secretary; Robert Jordan, treasurer; John Powell, vice-president, and Peter Dougan and Ed Loveland, members of the board. A discussion of the work and plans of the Insect Killing Week committee occupied most of the time. It was generally agreed that it would be best to have the week carried out by the individual members this year, in view of the lack of financial response elicited by the committee's letters. The board agreed, however, that the idea should certainly be perpetuated and suggested that work be started now looking toward 1931.

Italian Insecticide Market

The use of insecticides in Italy has increased greatly during the last two or three years, influenced by the efforts of American manufacturers to develop the market, and the campaign carried on by the Government through its sanitary institutions. Special laws went into effect in 1928 compelling the use of exterminators to combat household insects and pests. American liquid insecticides were the first to be introduced into the Italian market and are preferred for their quality. Some Italian firms, however, produce less expensive insecticides developing close competition. The hotels of Italy should offer a fairly good market for insecticides and disinfectants. Screens are unheard of, with the result that in most places, especially in the country, flies and mosquitos are a serious nuisance.

Acquisition by Zonite Products Corp. of the New Brunswick (N. J.) plant of Reichardt Cocoa & Chocolate Co. will be followed shortly by consolidation of its manufacturing departments there. The plant is a modern four story structure, erected a year ago at a total cost of $350,000, and is located on a tract of twelve acres. Its purchase price was $215,000.

Lambert Co. reports net profit of $7,019,349 for the year ended Dec. 31, 1929. This is equivalent to $10.04 on 698,996 shares of stock outstanding, as against $8.92 a share on the same number of shares for the year 1928. Earnings in 1928 totaled $6,234,726.

"Killing Power — That's the Thing"

For More Than Five Years

INSECT POWCO BRAND POWDER

has guaranteed both Purity
and High Killing Power
by Chemical and
Physiological Tests

You—as a manufacturer

aim at production of insecticides with highest killing power.

We invite you to take advantage of our Entomological Department for a test on your finished product.

You want to know how definite that power is in a given quantity of finished product. A given lot of Pyrethrum may contain no toxic strength at all, or grade up to a very high percentage. How do you determine?

The use of POWCO BRAND High Test Insect Powder makes sure that your product will always have the necessary high killing power to bring repeat sales.

JOHN POWELL & CO., Inc.

SPECIALISTS IN PYRETHRUM

114 E. 32nd Street New York, N. Y.

Say you saw it in SOAP!

Labeling Hypochlorite Solutions for Use as Disinfectants

SOLUTIONS of sodium hypochlorite which are recommended for use as disinfectants by their manufacturers must be labeled in accordance with the provisions of the insecticide act. The Food, Drug and Insecticide Administration has issued under date of March 12 a statement covering the age and label claims of such solutions sold in interstate commerce. The statement says:

"Sodium hypochlorite solutions recommended for use as disinfectants are subject to the provisions of the Federal insecticide act if shipped in interstate commerce, exported from or imported into the United States, or sold in the District of Columbia or any territory of the United States. The attention of manufacturers is directed particularly to section 8 of this act for information about the ingredient statement which must appear on the labels of insecticides and fungicides (including disinfectants) and to the provision that they shall bear no statement, design, or device which is false or misleading in any particular.

Ingredient Statement

COMMERCIAL sodium hypochlorite solutions usually consist of slightly alkaline aqueous solutions of sodium hypochlorite together with sodium chloride and small amounts of impurities, such as sodium carbonate, sodium bicarbonate, and calcium salts. In such preparations the sodium hypochlorite (NaOCl) is considered active and the remainder of the preparation in inert. The following which should appear on the front or main panel of the label in type and position sufficiently prominent to attract the immediate attention of the purchaser, is the most feasible form of ngredient statement to comply wth this requirement of section 8:

"Active ingredient
Sodium hypochlorite .....—%
Inert ingredients.....—%

Total.....100%"

the correct percentages being given.

In the past a few manufacturers have been told that the sodium hydroxide as well as the sodium hypochlorite in such preparations would be considered active. This was done on the basis that sodium hydroxide used alone in the proper dilutions is effective as a disinfectant. Recent experiments have shown, however, that the small amount of sodium hydroxide occurring in ordinary sodium hypochlorite solutions actually reduces their germicidal power. This is probably due to the fact that the excess alkali stabilizes the sodium hypochlorite so that the oxidizing power, commonly expressed in terms of "available chlorine," is less readily capable of acting and so the product is less effective as a disinfectant. In view of this, sodium hydroxide in such preparations is considered inert within the meaning of the act.

Deterioration of Solutions

THESE preparations deteriorate on standing, the rate of deterioration depending on the composition of the product, the type of container, the temperature of storage, and possibly other factors. Usually they contain some excess alkali to aid in stabilizing them, but this does not completely stop their decomposition, although it may retard it. The manufacturer's attention is directed to the fact that the preparation, having been shipped in interstate commerce, remains subject to the provisions of the act as long as it remains unloaded, unsold, or in the original unbroken packages. It is the intention of the act that the information contained on the label shall be correct at the time that the product comes into the hands of the consumer. Therefore, the manufacturer should determine the stability of his product and should then label it and market it in such a way that the purchaser will not be misled.

Effect of Organic Matter

IN the presence of most forms of organic matter the bactericidal efficiency of these preparations is very markedly decreased or even entirely dissipated. This is because the sodium hypochlorite may be rapidly used up in oxidizing the organic matter, leaving an insufficient concentration of it to be effective as a germicide. The directions for use of such a preparation as a disinfectant should always make it clear that the preparation should be applied only to clean surfaces. Recommendations for disinfecting dairy utensils, milking machines, dishes, sick-room utensils, and similar objects should always bear directions that the articles to be disinfected should be thoroughly cleaned before applying the distinfectant.

B-M
QUALITY PRODUCTS

Cresol Comp., U. S. P.

also known as Liquor Cresolis Compositus, U. S. P., is made in exact accordance with the specifications of the U. S. Pharmacopoeia. Phenol coefficient 2½ to 3. Dilutes with water to form clear, amber colored solutions. Largely used by the medical profession, hospitals and veterinarians.

Crestall Compound

is similar in composition, appearance and odor to Cresol Compound, U. S. P., but prepared from refined cresylic acid as a base. Approximately twice as strong as the U. S. P. product, and very effective in controlling diseases of cattle.

Mosquito Larvaecide

A coal-tar product employed for killing mosquito larvae. Effective in dilutions of 20,000 to 40,000 to one. Superior to petroleum oil, as it is not affected by rainfall or wind and does not involve fire hazard.

Pes-Tox Insecticide

of the pyrethrum type, pleasantly scented. Quickly kills practically every type of crawling, flying and hopping insect. Light lemon color. Especially effective when used in the form of a spray.

Pine Oil Disinfectant

A fragrant pine product, made from pure steam-distilled pine oil according to the formula of the Hygienic Laboratory of the U. S. Public Health Service. Mixes freely with water to form good milk emulsions, with pleasant pine odor. Free from mineral oil or other adulteration.

BAIRD & McGUIRE, INC.

HOLBROOK, MASS. **ST. LOUIS, MO.**

Warehouse stocks at convenient points throughout the country.

Say you saw it in SOAP!

Coefficients Misleading

A STATEMENT on the label of a sodium hypochlorite solution that it has a phenol coefficient of 3, would mean that it was 3 times as powerful as a germicide against *Bacillus typhosus* as phenol under conditions of the test used. The ordinary purchaser might well believe from this that it would be 3 times as effective as a germicide under any or all conditions. This, of course, is not true. In the absence of organic matter, as for example, in good drinking water, this same sodium hypochlorite would be many times more powerful than phenol as a disinfectant. On the other hand, when used in the presence of large quantities of organic matter, it might be much less effective than phenol. Since phenol coefficients as applied to this type of preparation are likely to be misleading, it is preferable that such statements should not appear on their labels. This has been taken into consideration in the formulation of the Hygienic Laboratory method of testing, which states that this method is to be used only for disinfectants chemically related to phenol. Sodium hypochlorite is not chemically related to phenol.

Poisonous Properties

SODIUM hypochlorite preparations containing 10 per cent or more of "available chlorine" are subject to the provisions of the Federal caustic poison act if shipped in interstate commerce in packages suitable for household use and must bear the poison labeling required by the act. The usual commercial preparations contain less than 10 per cent of "available chlorine" and, therefore, are not subject to the Federal caustic poison act and do not require the word "poison" on the label. However, they should *not* be labeled as "non-toxic," "non-poisonous," or "non-injurious," since they will not be non-poisonous under all conditions of use. There would be no objection to a statement, such as "non-poisonous when used as directed," provided the directions were such that this is true.

While sodium hypochlorite solutions are effective as disinfectants or germicides in the absence of organic matter, they cannot be depended upon to kill *all* germs, including spores. Therefore, claims to *sterilize* or to kill *all germs* or unmodified claims such as "kills germs" or "destroys bacteria" or similar broad claims, are objectionable.

Dilutions To Be Recommended

THE manufacturer is responsible for all efficacy claims on his label, and all such claims should be based on the results of adequate tests. As already indicated, the effectiveness of sodium hypochlorite solutions for disinfecting depends on the concentration of the sodium hypochlorite, the alkalinity of the solution, and the amount of organic matter present. It is, therefore, impossible to give general directions hich will be applicable under all conditions of use.

In case of disinfecting clean dairy utensils, milking machines, dishes, sickroom utensils, etc., experiments indicate that a dilution containing 200 parts per million of "available chlorine" will be found satisfactory. That is, if the preparation contains 2 per cent of "available chlorine," it may be recommended for such use in a dilution of 1 to 100; if it contains 4 per cent, it may be recommended at a dilution of 1 to 200. The dilutions for preparations of other strengths should be in proportion to the above.

Under conditions where the tests outlined in the Milk Control Code of the United States Public Health Service are applied to make certain that the solution will not be too much weakened in use, no objection will be raised to the recommendation of a dilution containing a minimum of 100 parts per million of "available chlorine" for disinfecting clean dairy utensils. This would be equivalent to a dilution of 1 to 200 for a solution containing 2 per cent of "available chlorine" or 1 to 400 for one containing 4 per cent of "available chlorine." Such recommendation should always be accompanied by a warning that the strength of the disinfectant should not be allowed to fall below 50 parts of "available chlorine" per million at any time during use. (The percentage of sodium hypochlorite multiplied by the factor 0.952 gives the percentage of so-called available chlorine.)

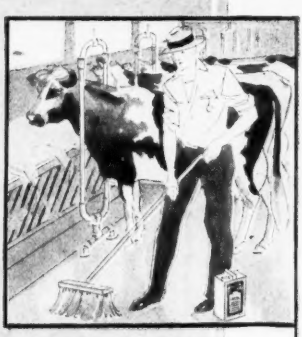
Where the product is recommended for use on the body, or in other places where pus-forming organism are to be combated, the dilution stated should be at least strong enough to kill a fresh resistant strain of *Staphus aureus* in 5 minutes at 20° C. if used externally, or 37° C. if used where this temperature will be maintained. When tested in the proportion of 0.5 cc. of culture to 5.0 cc. of diluted disinfectant.

Method and Time for Disinfection

SODIUM hypochlorite solutions are effective as disinfectants only when they completely wet the object to be disinfected and remain there for a sufficient length of time. Direction for such disinfection should therefore be such that the articles shall be thoroughly wet; in the case of dairy utensils no objection will be raised to an allowance of two minutes for the disinfecting period as suggested by the Milk Control Code; for dishes,

PINE OIL

Disinfects – Deodorizes
Cleans, and Kills
Disease Producing
Bacteria



HERCULES YARMOR PINE OIL

WHEN made soluble by the disinfectant manufacturers is splendid for disinfecting and cleaning floors.

Effective in poultry houses and barns.

Kills disease germs.

Helps the sale of disinfectants and insecticides because it increases their efficiency.

Naval Stores Department

HERCULES POWDER COMPANY
(INCORPORATED)

961 Market Street, Wilmington, Delaware

Largest producers of pine oil, wood rosin, and steam-distilled wood turpentine.

HERCULES POWDER COMPANY, 961 Market Street, Wilmington, Delaware
Please send me a test sample of Hercules Steam-distilled Pine Oil.

Name_____ Company_____

Street_____ City_____ State_____ QQ-4

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sick room utensils, etc., a period of at least five minutes should be recommended. As previously mentioned, the label should always bear directions that the articles to be disinfected should be thoroughly cleansed before application of the disinfectant. Any label which bears directions for disinfection by sprinkling (which will not wet all surfaces), by fumigation, by exposure on cloths dampened with it, or by any similar procedure will, of course, be objectionable."

Wax B-430 is a new product of Glyco Products Co., Brooklyn. It is a composite wax similar in color to light carnauba wax. It is much harder, however, and has a melting point of 171° F. It emulsifies and dissolves to a greater extent than the natural waxes. It is of interest to manufacturers of polishes because it is said to produce a high lustre and hard finish but a non-slippery surface. It is described as being extremely waterproof and contains no foreign impurities or dirt.

Bird Archer Co., Ltd., has recently been formed in Montreal, Canada, by Charles A. Bird, Harry W. Steele and Raymond J. Walsh. The company, which is incorporated in Canada for $10,000, is a New York concern which manufactures boiler compounds.

Koppers in Production on Cresols

Production of a number of grades of refined tar acids has recently been begun at the new Follansbee, West Virginia plant of Koppers Products Co., Pittsburgh. These include natural phenol, U. S. P., cresol, low boiling cresylic acids, and special close-cut fractions of ortho cresol and of meta and para cresols. The raw materials for the production of these acids are prepared by another branch of the Koppers organization which mines and cokes the coal and distills the tar.

Givaudan-Delawanna, Inc., New York, aromatic chemical manufacturers, are distributing a six-page folder entitled *The Story of Terpineol*. The origin, manufacture, odor value and antiseptic power of terpineol are discussed, and information on the testing of the product is also supplied. A second folder, entitled *Sell by Smell*, introduces Odrene, a new deodorant for polishes.

A bill recently introduced into the Kentucky House, No. 651, provides that persons packaging goods sold by weight, count or liquid measure shall mark on the package the exact quantity and contents in terms of weight, measure or numerical count.

LIGHTNIN

PORTABLE MIXERS

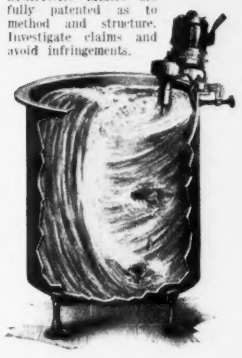
for Mixing All Fluid Products

Mixing liquids thoroughly, quickly and economically is an important process in the making of your product! That is why Lightnin Mixers become daily more important to you and your field. The "double action" described here is the reason for LIGHTNIN thoroughness; LIGHTNIN speed; LIGHTNIN economy in time and labor saving. And there is a LIGHTNIN with just the size . . . power . . . and capacity you require.

LIGHTNIN Mixers are built in all sizes and speeds . . . direct or gear drive . . . with single or dual propellers.

The photo shows the exclusive "double action" of a LIGHTNIN Mixer. By whirling the liquid in a downward diagonal motion against the bottom and sides of the tank, a rising counter current is created which effects a complete turnover of the liquid and a thorough mix.

LIGHTNIN Mixers are fully patented as to method and structure. Investigate claims and avoid infringements.



MIXING EQUIPMENT CO., INC.

Originators and Largest Manufacturers of Electric Portable Mixers

1044 Garson Ave., Rochester, N. Y. *Branch Office* and Salesrooms, 229 E. 38th St., New York, N. Y.

New!

ENCINA

. . . that sweet woody note
. . Felton's Newest odor

actually perfumes paradichlorbenzene

get your sample!

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Made by the originators of
Perfumes for Paradichlorbenzene

FELTON CHEMICAL CO.
Incorporated
601 JOHNSON AVENUE
BROOKLYN, N. Y.

The greatest error in the methods used for establishing the relative toxicities of insect fumigants is said to arise from the attempt to determine minimum lethal concentrations. A proposed new method which, it is claimed, seems to possess greater possibilities for accurate work on fumigants than those now in general use consists in comparing concentrations which are fatal to 50 per cent of the test insects within a five-hour period. *Ind. Eng. Chem. Anal. Ed.* 2, 4-8 (1910).

Exports of liquid household insecticides from United States during January, 1930, totaled 456,457 lbs., worth $120,841, with Argentina leading the buyers by taking 124,379 lbs. for $12,268. Venezuela bought 54,876 lbs. at a price of $16,607. Powdered and paste insecticides to the amount of 22,748 lbs., worth $10,116, were also exported during the same period. Exports of disinfectants, deodorants, germicides, antiseptics and allied preparations amounted to 220,568 lbs., worth $19,596.

A mixture for polishing metals or other surfaces may be formed of nitrobenzene sixty-five parts, acetone thirteen parts, collodion twenty parts, wax forty parts, and petroleum thirty parts. Brit. Pat. No. 309,853.

Rosin Must Show Grade

Rosin deliveries, even if of higher grade than ordered by the purchaser, must show the exact grade on weight-sheets and invoices, according to advices from the Food, Drug & Insecticide Administration, and sent out in a bulletin by Secretary Cole of the Insecticide & Disinfectant Manufacturers Association. The bulletin states: "In administering the Naval Stores Act, the U. S. Department of Agriculture makes no objection to the delivery of a grade of rosin higher than that specified by the purchaser, provided the delivery is satisfactory to the purchaser and provided the seller makes no misrepresentation regarding grade in the course of the transaction, according to an announcement issued recently by Dr. F. P. Voitch, in charge of naval stores control, Food, Drug & Insecticide Administration. The announcement came as the result of transactions in which dealers, temporarily out of the grade requested, delivered higher grades of rosin without noting the fact on the weight-sheets and invoices. The rosin barrels carried the correct grade. As a rule, the purchaser who receives a higher grade than he ordered makes no objections. The Naval Stores Act, however, clearly requires that all rosin shall be sold under and by reference to its true

Fumigates and Disinfects

Blankets
Bristles
Clothing
Feather Pillows
Furs
Horse Hair
Mattresses
Musical Instruments
Pictures
Surgical Instruments

Dissipates Bad Odors!

BACTEROL

Trade Mark Registered U. S. Patent Office

formaldehyde controlled!

Vaporizing BACTEROL possesses all the good properties of Formaldehyde without most of its disagreeable features. Vaporizing BACTEROL is non-staining, non-bleaching, non-corrosive—in fact harmless to any material of any kind and is *absolutely harmless to the user.*

All germ and insect life is destroyed by the Bacterol system of fumigation.

We have proven that Vaporizing BACTEROL fumes kill even Anthrax spores in a very few minutes.

Vaporizing BACTEROL has been successfully used for the past fifteen years in England and other parts of the world for sterilization, fumigation, disinfection, and air purification.

To be sold in the United States through the jobbing trade. Let us give you complete details at once so you can be the first in your locality to offer this revolutionary product.

BACTEROL PRODUCTS CORP.
11 EAST 44th STREET NEW YORK

MORTEX PRODUCTS

in bulk to the trade!

M

Mortex Theatre Spray

MORTEX Theatre Spray comes in eight different odors, all popular in character and possessing a sweetness rivaled only in the finest French perfumes. The odors last. Since Mortex Theatre Spray contains material heavier than air it replaces foul air and purifies the atmosphere when sprayed in the theatre. This product is not injurious to furniture.

Mortex Disinfectant

We supply Mortex Disinfectant in concentrated bulk form. You can handle this product on a very profitable basis and will find that it will be a good repeater. The unusual odor of Mortex products will be an agreeable surprise.

Mortex Insecticide

MORTEX Insecticide is supplied to you in bulk and in concentrated form to save shipping costs. This product has real killing power and at the same time is priced so you can sell it in competition with other products at a decided profit.

Let us send you generous samples of these exceptional sanitary products. Jobbers all over the country are handling MORTEX PRODUCTS profitably.

A. SREBREN & COMPANY

247 EAST ILLINOIS STREET - - - CHICAGO

Say you saw it in SOAP!

grade, and this should be noted on papers accompanying the sale. Copies of the complete announcement may be secured by writing the Food, Drug & Insecticide Administration, U. S. Department of Agriculture, Washington, D. C.

Information concerning the various insects found in German mills, as well as a description of them, the damage caused and the means employed for their extermination, are contained in a report from the American Consul in Berlin entitled *Extermination Methods of the German Milling Industry*. Accredited American firms can obtain copies of the report by addressing the Chemical Division of the Department of Commerce.

A new emulsifying and stabilizing agent has recently been developed and is being offered by the Hull Co., 130 Clinton St., Brooklyn. The material is a powder, which, when dispersed in water, is suitable for stabilization of all types of oil in water emulsions. If no other emulsifying agent is being used the Hull Stabilizer can be used for complete preparation of an emulsion. The emulsions manufactured with this product include such diverse products as rose-honey-almond emulsion, automobile polish, flavoring extracts and insecticides. The product is neither acid nor alkaline and gives a smooth, stable emulsion.

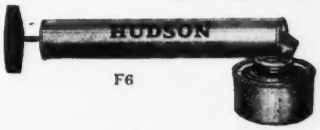
Sales by Lambert Pharmacal Co., during the first two months of 1930, ran about 14 per cent under the record volume of the first two months of 1929, when they were abnormally large due to the influenza epidemic at that time. In comparison with the first two months of 1928, the sales show a gain of about 13 per cent. Sales in March to date have been above those for the same period of last year. The outlook for the balance of the year is stated to be for larger profits than in 1929.

By mixing a tobacco extract with glacial acetic acid and a solution of saponified cresol, a disinfectant suitable for use in stables is produced. The mixture is allowed to stand until a homogeneous dispersion is formed and then is diluted with salt water. Brit. Pat. No. 311,920.

A newly patented antiseptic and healing compound contains at least one organic disinfecting compound such as phenol or formaldehyde and at least one alkali metal thiocyanogen compound such as ammonium sulfocyanate or potassium sulfocyanate. U. S. Pat. No. 1,739,586.

303

Hudson Fog Sprayer



F6

Hudson Wizard Spray

Give
100% Efficiency
to your Insecticide

The public judges your product only by results—Results depend upon the ability of the sprayer you use to vaporize your product thoroughly—to carry active elements to every nook and corner quickly, neatly and efficiently.

So efficient are Hudson Sprayers in their action—so outstanding in quality and appearance—that most Insecticide Manufacturers and Distributors have come to recognize them as standard. If you are not now capitalizing their performance in your sales program, you should investigate immediately.

Hudson offers an unusual assortment of styles and types (from 5 ounces to 100 gallons) or specially designed to meet individual requirements. Write today for complete information and 42 page catalog.

H.D. HUDSON MANUFACTURING CO.

589 East Illinois St.
North Pier Terminal Bldg.
Chicago, Illinois

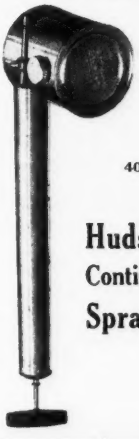
New York City
147 Chambers St.

Kansas City
1222 W. Twelfth St.

Philadelphia
Delaware and South Sts.

San Francisco
7 Front St.

Minneapolis
324—3rd Ave., N.


405

Hudson
Continuous
Sprayer

660

Hudson
Signal
Duster

UNCO
Lilacena

Many manufacturers of sprays, insecticides, liquid soaps and some perfumers still rely on Terpineol to give a lilac character at a low cost but a rapidly increasing number have discovered that better results at no increase in expense are attained by the adoption of

UNCO LILACENA

It is much closer to the true lilac fragrance and its unusual strength and covering power combined with its low cost make UNCO LILACENA the ideal perfuming material for a wide variety of uses. A trial usually results in its permanent adoption.

UNGERER & CO.

NEW YORK

Say you saw it in SOAP!

Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

44,128	Caustic soda and bleaching powder	China	Agency or purchase
44,153	Floor polishes	Switzerland	Purchase
44,157	Cleansers and polishers and soaps	England	Purchase
44,158	Soaps	Germany	Agency
44,161	Toilet soaps	New Zealand	Agency
44,247	Toilet preparations and dental creams	Switzerland	Agency
44,278	Toilet preparations	Scotland	Agency or purchase
44,375	Toilet preparations	Germany	Purchase
44,406	Deodorizers and naphthalene cakes	Canada	Agency or purchase
44,470	Toilet preparations and soaps	Austria	Agency
44,481	Toilet preparations	Egypt	Agency
44,498	Toilet soaps	Brazil	Agency
44,564	Scouring and cleansing soaps	India	Purchase
44,577	Polishes	Brazil	Agency

Edward Shim, Imperial Chemical Co., Ltd., 41 Szechuen Road, Shanghai, China, is interested in getting in touch with American manufacturers of insecticides and fungicides who are desirous of selling in the Chinese market.

Testify in Atlanta Bribe Case

In connection with an investigation into alleged irregularities in sales to the city of Atlanta, Ga., four Atlanta sanitary products companies have been granted immunity from possible prosecution in return for information which they have volunteered. The four in question are Selig Co., Puritan Chemical Co., Nilate Mfg. Co. and Southern Sanitary Co. The trials, which are now in progress, but which do not include any companies in the sanitary products business, are in connection with rebates to a brokerage company, in which an Atlanta councilman was interested, following sales of various products to the city at higher than usual prices.

Exports of floor, wax, wood and furniture polishes from United States during January, 1930, totaled 216,386 lbs., worth $22,099, as against 117,512 lbs., valued at $29,211, during the first month of 1929. The largest buyer was United Kingdom, taking 137,620 lbs. for $3,879. Automobile polishes to the amount of 151,937 lbs., worth $43,763, were exported from United States in January, 1930, with Germany, the leading buyer, taking 28,396 lbs. for $9,445. Exports in January, 1929, were only 71,094 lbs., valued at $20,610.

"EVERGREEN" PERFUMES
for
Soaps, Sprays, Deodorants, etc.

"EVERGREEN" concentrated oils for cake soaps, liquid soaps, theatre sprays, insecticides, para and related sanitary products are backed by 31 years of compounding experience. Besides having a complete array of standard oils for this type of perfuming we are equipped to work out specialties designed for your particular use. May we be of service to you?

EVERGREEN CHEMICAL CO., INC.
160 FIFTH AVENUE NEW YORK

Why Gamble?

With Pyrocide No. 20 you get a Standardized Concentrated Extract of Pyrethrum Flowers of Guaranteed Uniformity.

WHEN you buy Pyrethrum Flowers on the open market you gamble on the insecticidal value because different lots of flowers sold at the same price may vary as much as 300% in content of pyrethrins (active principles).

You do not gamble when you use Pyrocide No. 20 as a base for household insecticide or fly spray, because Pyrocide No. 20 is a Standardized, Concentrated Extract of Pyrethrum Flowers, of guaranteed uniformity.

Each gallon of Pyrocide No. 20 contains the pyrethrins from 20 pounds of flowers containing 0.75% pyrethrins, manufactured and standardized under strict laboratory control.

We have found by extensive experiments on flies that one pound of flowers containing 0.75% pyrethrins will make one gallon of spray having very high insecticidal value. Therefore, we guarantee that Pyrocide No. 20 will make an exceptionally satisfactory and uniform household insecticide and fly spray when diluted one part Pyrocide No. 20 to nineteen parts of light mineral oil.

We can also supply you with Pyrethrum Flowers with known pyrethrin content in whole, ground or powdered form. Write or wire, giving quantity in which you are interested.

McLAUGHLIN GORMLEY KING CO.

1715 S. E. Fifth St., Minneapolis

PYROCIDE No. 20

CONCENTRATED EXTRACT OF PYRETHRUM FLOWERS

Du Pont to Acquire R & H

E. I. du Pont de Nemours & Co. are taking over the Roessler & Hasslacher Chemical Co., New York, manufacturers and importers of a widely diversified line of industrial chemicals, including caustic potash, formaldehyde, carbon tetrachloride, etc. The identity of R. & H. will be preserved, according to present advices, the company operating in much the same manner as does the Grasselli Chemical Co., Cleveland, another du Pont subsidiary. This acquisition has set almost limitless rumors afloat, affecting almost every important company in the chemical business, although all of these reports may as yet be strictly classified as rumors. The activity of the du Pont company has been closely paralleled recently by that of the American Cyanamid Co., which has taken over several units including Kalbfleisch, Calco, Heller & Merz and several smaller dyestuffs houses. Newport Chemical Works is another chemical company, with wide holdings, which has recently expanded through the purchase of Rhodia Chemical Co., New York, perfuming material house. These more recent combines were preceded several years ago by the formation of the Allied Chemical & Dye Corp., embracing Solvay Process Co., alkalies; Barrett Co., coal tar products; National Aniline & Chemical Co., dyestuffs, and Semet-Solvay Co.

Dreyer Chicago Office Robbed

The Chicago office of P. R. Dreyer, Inc., essential oils, New York, was entered by thieves on March 26, and a considerable quantity of perfuming materials was taken. Believing it possible that these articles may be offered to the trade either under the original labels or in re-packed form, F. C. Theile, vice-president of the company, has asked readers of *Soap* to communicate with him if any of the stolen products are offered to them. These include liquid concretes and absolute flower oils of jasmine, orange, rose and tuberose—oil of lavender, oil of rosemary, oil of patchouly, oil of vetivert and various resinoids of tolu, cystol, orris, olibanum and vetivert. All the foregoing had Bertrand Freres' Labels and also stickers showing P. R. Dreger, Inc., to be the American Representative. In addition to these products a quantity of oil of bergamot "Vilardi" brand and oil of lemon terpeneless "Vilardi" brand was taken, as well as other items under the Dreyer label as: amyl salicylate, benzyl benzoate, benzyl acetate, oil of peppermint

The SPRAYER Comes FIRST

It makes no difference how effective the insecticide or repellant may be, it MUST be correctly applied if the results are to be the BEST. The better the sprayer, the better the customer will like the product. That is the rule.

ACME Makes Sprayers to Fit Every Requirement

Over fifty years in the business has eliminated all risk and experiment in ACME products. The very height of perfection has been attained. Every sprayer carries a money-back guarantee of satisfaction. If it isn't in our regular line, we can build a sprayer to fit YOUR needs.

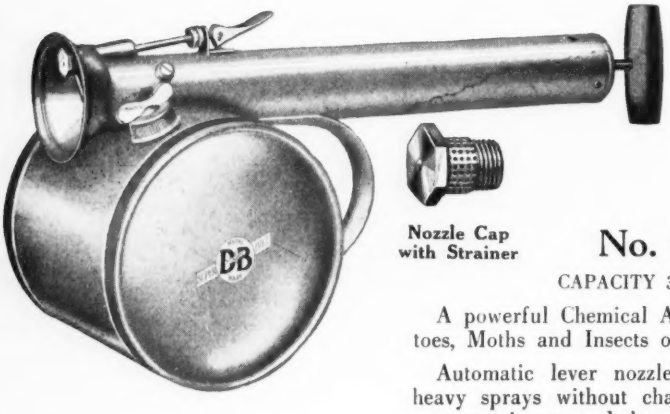
Our No. 200 sprayer is a leader. Special drip cup feature; air and spray tubes coordinated to produce a mist or fog that hangs in the air longer; special processed leather plunger, etc., etc. Tell us your needs. Write for samples and prices.

POTATO IMPLEMENT COMPANY, Dept. 34
TRAVERSE CITY, MICHIGAN

D & B SUPERBILT

CHEMICAL SPRAYERS

DISTINCTLY ORIGINAL AND SUPERIOR



Nozzle Cap with Strainer

Set down for Pumping

No. 35

CAPACITY 3 QUARTS

A powerful Chemical Atomizer for Flies, Mosquitoes, Moths and Insects of all kinds.

Automatic lever nozzle, adjustable for light or heavy sprays without change of caps. Very high pressure is secured by setting sprayer down for pumping.

No. 10 D&B Superbilt Combination Chemical Sprayer

with Air Regulator and Volume Control

CAPACITY 1½ GALLONS

This is a powerful chemical atomizer in combination with an ordinary compressed air sprayer—produces the results of both with many variations in between.

The Air Regulator

A very important feature in this sprayer is the new patent air regulator. It is capable of a wide range in nozzle adjustment to make it produce a heavy spray, medium mist, or the very finest vapor fog. Works equally well with heavy or light oils or other spraying materials.

Write for catalog on our complete line.

The Dobbins Manufacturing Co.

North St. Paul, Minn.

redistilled, phenyl acet aldehyde, phenyl ethyl alcohol, vanirom (ethyl vanillin), musk ambrette, xylol and oleo musk.

Market for Insecticides in Spain

There is a steady demand for insecticides in Spain and various liquids and powders used for killing flies and other insects are on the market, having attained considerable popularity in recent years, according to Commercial Attache, Charles A. Livengood, stationed in Spain. It is reported that one or two firms are importing large quantities of these products, which are bottled and packed locally for the retail trade. Both powder and liquid insecticides are carried by drug stores which deal in wholesale chemicals, paints, varnishes, soaps and perfumes, and department and other stores specializing in household supplies. Insecticides of American, British, and German origin are marketed in competition with domestic products, but sales of foreign insecticides have been confined chiefly to liquid preparations. The powders and pastes sold are principally of domestic manufacture. Importers of liquid insecticides, using petroleum products as base, have experienced considerable inconvenience in marketing their products since the creation two years ago of the Spanish Petroleum Monopoly, which controls all petroleum products imported into and sold in Spain. While the Monopoly has not yet undertaken the manufacture of liquid insecticides, it does favor their manufacture in Spain from products which come under its regime.

The New York offices of the Dow Chemical Co., of Midland, Mich., will be moved from their present location at 90 West Street to the Lincoln Building, 60 East 42nd Street, New York, about May 1, according to Ralph E. Dorland, manager of the Eastern offices. About 1,600 square feet on the twenty-third floor of the Lincoln building have been engaged, and entirely new furniture and equipment will be installed throughout. The Eastern office of the Dow Chemical Company was first established in 1919, and Mr. Dorland has been in charge of the office since that time. When the office was first established only four people were employed. The staff now numbers sixteen. The Dow Chemical Company is a factor in such items as paradichlorbenzene, methyl anthranilate, coumarin and methyl salicylate.

Ratin Laboratories, New York, manufacturers of raticides, issue the Ratin News-Letter, a copy of which was recently issued. The letter is edited by C. H. W. Hasselriis.

VOGEL

Insecticide Sprayer

A substantially constructed sprayer that will stand up under hard usage, priced at a remarkably low figure.

Hand and continuous sprayers, designed and manufactured to give the greatest value for the least outlay.

Also Manufacturers of

Shaker Top Cans
for paradichlorbenzene crystals

Plain or Decorated
Tin Cans
for Pastes, Soft Soaps,
Dry and Liquid Insecticides.

Holders for Deodorizing Blocks

Write us about your requirements and we will gladly submit samples and prices without any obligation on your part.

William Vogel & Bros.
Incorporated
"IN BUSINESS OVER 50 YEARS"
37-47 SOUTH 9th STREET
Brooklyn, N. Y.

AERZONATOR BLOCS «» the blocs that "perfume to the last crystal" «» Aerzonator Distinctive Containers «» Also Neutrodor Urinal Blocettes and Aerozone Crystals

Made by the world's largest manufacturer of deodorizing blocs in shapes and sizes to fit any container. Packed for you under your private label.

Handsome metal containers in White Enamel, Porcelized, Oxidized or Nickel-plated finish are furnished with jobbers' nameplate.

Neutrodor Urinal Blocettes and Aerozone Crystals packed in colorful lithographed containers with your imprint « » handsome packages which help sell the product.

Glad to give facts and prices!

U. S. SANITARY SPECIALTIES CORP.
435-41 South Western Avenue
CHICAGO, ILL.

TAR ACID OIL

20% 25% 30% 36%

Naphthalene Free — White Emulsion

SPECIAL OILS
for making DISINFECTANTS complying in
BENZOPHENOL CONTENT
with the
FEDERAL CAUSTIC POISONS ACT

THE DOMINION TAR & CHEMICAL CO.

LIMITED
424 CANADA CEMENT BUILDING
MONTREAL, QUEBEC

Senate Passes Tariff Bill

(*From Page 43*)

will be pleased to know that five of the Senators who shifted their allegiance from the camp of the opposition were Senators particularly interested in the welfare of the naval stores industry. Consumers of rosin, who solicited the aid of their friends in the naval stores industry, should take pains to see that the naval stores people know this.

The Tariff Bill now goes to conference with the rates on all oils and fats and oilseeds virtually the same as in the Tariff Act of 1922, with the exception of the 4½c per pound tariff on linseed oil in the Senate Bill as compared to 4.16c in the House Bill, and 3.7 per pound in the existing tariff. On soya bean oil, the present duty is 2½c per pound, whereas the Senate Bill carries 2.8c per pound. Rapeseed oil is on the free list in the Senate Bill, if denatured, which is an improvement over the Act of 1922. Palm kernel oil, sesame oil, sunflower oil, and olive oil may be brought in duty free if denatured, which essentially maintains the status quo of 1922, although all these oils bear duties unless denatured. Tallow remains at the 1922 rate of ½c per pound, and vegetable tallow remains on the free list. Copra, sesame seed, palm kernels, and all other oilseeds formerly on the free list, retain their free list classifications with two additions to the free list, namely, kapok and rubber seed.

China wood and perilla oils remain on the free list, as is the case with palm oil, cod oil, cod liver oil, etc. Fish cake and fish meal are on the free list, but oil cake and meal made from oilseeds draw a duty of $6.00 per ton in the Senate Bill, although on the free list in the House Bill. The Conference Committee can therefore, if they wish, put them back in the free list. All sea animal oils bear the 1922 rates of duty with the exception of refined sperm oil and crude sperm oil, the duty on the refined article having been put at 12c per gallon in the Senate Bill and 6c per gallon on the crude article, as compared to 10c on both crude and refined in the Act of 1922.

In addition to the oil and fat duties, others of interest to manufacturers of soaps, disinfectants, etc., on which the Senate and House disagree and which must go to conference are the following:

	Senate	House	Present Law
Carbon Tetrachloride	1¢	2½¢	2½¢
Vanillin	45% & 7¢	45%	45%
Bath Salts, Perfumed	75%	25%	75%
Silicofluoride	1½¢	1¾¢	25%
Silica	Free	$4 ton	$4 ton

In commenting on the bill John B. Gordon, Washington representative for the Bureau of Raw Materials for American Oils & Fats In-

SOAP

AS PIONEERS in the development of quality soaps, oils and allied products, we take pride in their enviable reputation for *high quality, constant uniformity* and *absolute dependability*.

Fifty-three years' experience in the manufacture of these products is the background upon which they are offered to you and your trade. Whatever your requirements may be, we are prepared to meet them to entire satisfaction.

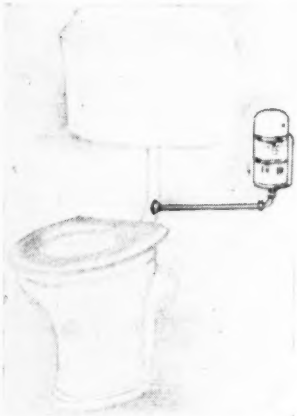
AUTOMOBILE SOAPS
INDUSTRIAL SOAPS
PINE OIL CLEANERS
COCOANUT OIL BASE
LIQUID TOILET SOAPS
LIQUID SHAMPOO SOAPS
LIQUID SHAMPOO BASE

Our chemists, skilled in the art of soap making, are trained to meet the most exacting specifications. Every piece of merchandise is laboratory tested before it leaves the plant. This is your safeguard. Packed under your own private label.

Manufacturers to the Jobbing Trade

The BROOKS OIL CO.
CLEVELAND, OHIO

The UNI-HYGEA
AUTOMATIC DISINFECTOR



Odors originate in the trap of the toilet or urinal and there is the place to kill them—before they have a chance to exist.

COMBATS OBNOXIOUS ODORS, CLEANS the BOWL, and DISINFECTS,

and ALL in ONE OPERATION

How? With each flush, approximately 8 ozs. of water enters the instrument, where it mixes with a portion of the concentrated disinfecting fluid, forming a perfect emulsion. The mixture is discharged AFTER the flush into the bowl where it remains until the next flush. It cleans—It deodorizes—It disinfects.

DISTRIBUTORS—Secure the valuable UNI-HYGEA rental service franchise for your territory. Thousands of stores, theatres, hotels, factories want UNI-HYGEA instruments installed on a yearly service contract basis that will bring huge profits to you, besides giving you a decided advantage over competition in merchandising your regular line—Investigate.

The Uni-Hygea Automatic Disinfector Co.
3560 St. Aubin Avenue Detroit, Mich.

Barrett Standard

Quality Products for

SOAPS *and* DISINFECTANTS

AQUA AMMONIA SOLVENT NAPHTHA

Cresols and Cresylic Acids

CRESOL U. S. P.
HYDROCARBON OIL
NAPHTHALENE
TAR ACID OILS, 10%—75%
META PARA CRESOL
PHENOL U. S. P.
DIP OILS

BARRETT STANDARD QUALITY AND SERVICE

The Barrett Company

40 Rector Street New York, N. Y.

Say you saw it in SOAP!

dustries, suggested that all of the Senators be thanked for their votes in behalf of the bill and against the amendments designed to increase the oil and fat schedules. He also suggested that at the same time the Senators be asked to request the Conference Committee to see that all of the oils and fats incorporated in the denaturing provision in Paragraph 1734 of the free list be retained in the final draft of the bill. The Bureau would also be pleased to have copies of any such letters. Mr. Gordon also points out that, of all the objectives on which the agricultural lobbyists centered their fire only three were put through against their desires, one having been the industrial oil and fat schedule, including the oilseeds from which these products are made.

A daughter, Diane Dallon, was born to Mr. and Mrs. J. N. Dallon on April 3. Mr. Dallon is connected with Brown-Edwards Co., oil and fat brokers, New York and Chicago. The little girl weighed six and one-half pounds, and both mother and daughter are reported doing well.

Copra Oil Refineries has recently been incorporated in Philadelphia with capitalization of half a million dollars to manufacture coconut, vegetable and synthetic oils.

Clifford D. Van Dyne Dead

Clifford D. VanDyne, vice-president and general manager of American Disinfecting Co., Sedalia, Mo., died on March 23 after an illness of only a week. He was taken ill about March 15, and was removed to the Barnes Hospital for examination. He was operated on March 20, and on March 22 he developed pneumonia, dying a day later. Mr. VanDyne was born in Sedalia, January 4, 1896, and was married to Miss Virginia Hope Dingess on May 29, 1920. He was educated at University of Missouri, and received an A.B. degree in 1917. During the world war he served in the U. S. Army as a member of the Tank Corps. He was a member of the Elks, Rotary and Country Clubs at Sedalia. His membership in the Insecticide and Disinfectant Manufacturers Association covers a period of years, and he missed comparatively few meetings. He will long be remembered for his genial personality and the interest he manifested in everything pertaining to the welfare of the industry. He is survived by his widow and two sons.

Production of soap in the Leghorn district of Italy totaled 1,700 tons during 1929, a slightly larger production than was reported in 1928.

DEODORIZING CRYSTALS and BLOCKS

"It's the Odor That Sells the Product"

WE HAVE A NUMBER OF VERY INTERESTING FLORAL AND BOUQUET ODORS FROM WHICH TO SELECT.

A Few of Our Leaders:

AMERICAN THISTLE	$5.00 lb.	ORIENTAL NO. 88	$5.00 lb.
CARNATION NO. 50	5.00 lb.	ROSE FLOWERY NO. 158	5.00 lb.
FOREST BOUQUET NO. 42	4.00 lb.	ROSE HEAVY NO. 99	5.00 lb.
LILAC NO. 777	3.50 lb.	TREFLE NO. 157	6.00 lb.
NEW MOWN HAY NO. 75	5.00 lb.	VIOLET NO. 108	8.00 lb.
		WILD FLOWERS	$5.00 lb.

Only one pound is required to perfume 100 pounds of paradichlorbenzene.

Member

INSECTICIDE AND DISINFECTANT MANUFACTURERS ASSOCIATION I&D MA

Samples upon request

P. R. DREYER INC.

26 CLIFF STREET NEW YORK

Now Quick Profits and Repeat Sales With

MEETS THE DEMAND FOR STRONGER FLY SPRAY— SUPERIOR TO THE BEST ADVERTISED BRANDS.

NOX-KWIK FLY SPRAY AND GENERAL INSECTICIDE

FEATURES

High Killing Power

Practically Odorless

100% Active Ingredients

A dependable household or general insecticide of high killing power, superior to most advertised brands on the market. Strict laboratory control insures uniform high quality.

Also Pyrethrum Extract Concentrated which may be diluted one gallon to nineteen gallons of Petroleum Oil, making twenty gallons of very high quality fly spray at a low price. Saves freight, cost of handling, etc.

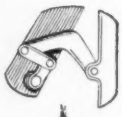
Packed in various size containers. Products you will be proud to market under your label or ours. Send for samples and make comparisons yourself.

U. S. SANITARY SPECIALTIES CORPORATION
435 So. Western Avenue, Chicago, Illinois

IF YOU SELL JANITOR SUPPLY HOUSES AND JOBBERS
then you should add the

WHITE "Tymsaver" Mopping Outfits

to round out your line of floor cleaning equipment for janitors. Every janitor should have and wants one. The advantages of these outfits explained in the small sketches have proved to be the greatest time and labor savers and assure the user an easier and cleaner job.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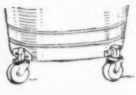
No. 3


No. 4

We recommend either of the following sizes:

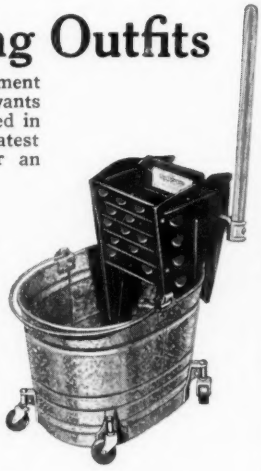
NO. IX OUTFIT

Consists of Small Janitor Mop Wringer for Mops up to 20 oz., and a 16 qt. Oval Roller Mopping Bucket, equipped with 4 noiseless high grade rubber casters.

NO. OX OUTFIT

Consists of Large Janitor Mop Wringer for Mops up to 36 oz., and a 26 qt. Oval Roller Mopping Bucket, equipped with 4 noiseless high grade rubber casters.

We make a complete line of labor saving "Tools for the Janitor" and invite inquiries from those interested in offering a more extensive cleaning service to their trade.



WHITE MOP WRINGER COMPANY
Fultonville, N. Y.

Special Tymsaver Features

Toggle Joint No. 1 — A slight pull on the handle of the wringer gives tremendous pressure to wring mops dry.

Can't Splash No. 2 — Extended lips direct water downward into bucket and prevents splashing onto floors.

Oval Bucket No. 3 — This shape gives more room for rinsing mop, carries easily — extra heavy construction.

Casters No. 4 — are of high grade rubber and not affected by water or alkali. Fastened with waterproof brackets.

Say you saw it in SOAP!

Liquid Soap Specification

(From Page 36)

gradually add 10 ml of a hot 10 per cent solution of barium chloride. The formation of a precipitate indicates the presence of sulphates. If it is desired to determine the amount of sulphate, let the solution and precipitate stand until cool, preferably overnight, filter through a tight filter paper, and wash with hot distilled water until soluble salts are removed. Transfer the paper and precipitate to a weighed crucible and burn the paper without allowing it to inflame. Ignite until the residue is white, cool and weigh as $BaSO_4$. Calculate to percentage of potassium sulphate (K_2SO_4).

Sugar.—A qualitative test for sugar may be made as follows: Add a decided excess of hydrochloric acid to a solution of the soap, heat on a steam bath for 15 minutes, cool, filter from fatty acids, and test a portion of the filtrate, which has been neutralized with sodium hydroxide solution, by boiling for two minutes with an equal volume of boiling Fehling's solution. The formation of red cuprous oxide indicates the presence of sugar.

Rosin.—A qualitative test for rosin may be made as follows: After decomposing a solution of the soap and separating the fatty acids, heat a small quantity of the latter with acetic anhydride, cool, place a few drops on a spot plate, and add a drop of H_2SO_4 (specific gravity = 1.53). A fugitive violet color indicates the presence of rosin.

REAGENTS.

(a) *Standard Sodium Hydroxide Solution (Approximately* 0.25 N.)—Prepare a saturated solution of NaOH in a stoppered flask, let settle overnight, and pipette a clear 17 ml portion into a one-liter volumetric flask. Dilute to 1,000 ml with recently boiled distilled water and mix, cool to room temperature, and standardize against Bureau of Standards standard acid potassium phthalate, using phenolphthalein indicator. Dilute, if desirable, restandardize, and protect the solution from CO_2.

(b) *Standard Alcoholic Potassium Hydroxide Solution (Approximately* 0.25 *N.)*.—Dissolve pure potassium hydroxide in pure 95 per cent ethyl alcohol in the proportion of about 15 g per liter. Let stand in a stoppered bottle. Decant the clear solution into another bottle and keep well stoppered. Standardize against Bureau of Standards standard acid potassium phthalate, using phenolphthalein indicator. This solution should be colorless or only slightly yellow when used.

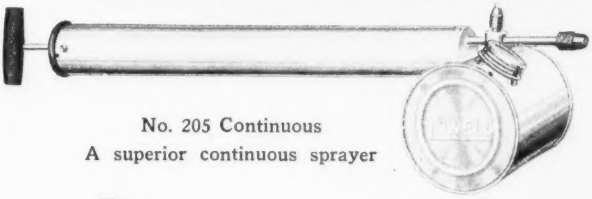
(c) *Standard Alcoholic Sodium Hydroxide Solution (Approximately* 0.25 *N.)*.—Dissolve pure sodium hydroxide in pure 95 per cent ethyl alcohol in the proportion of about 11 g per liter. Let stand in a stoppered bottle. Decant the clear solution into another bottle and keep well stoppered. Standardize against Bureau of Standards standard acid potassium phthalate, using phenolphthalein indicator. This solution should be colorless or only slightly yellow when used.

(d) *Standard Sulphuric Acid Solution (Approximately* 0.5 *N.)*.—Add about 25.8 g. of sulphuric acid (1.84 specific gravity) to 500 ml of distilled water, cool, dilute to 1 liter with distilled water and mix thoroughly. Standardize against freshly standardized sodium hydroxide solution (VI, 3, a) or by any other accurate method.

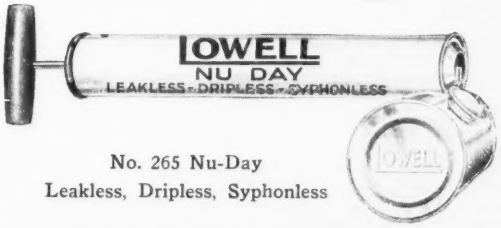
(e) *Standard Silver Nitrate Solution (Approximately* 0.10 *N.)*.—Dissolve about 17 g of pure silver nitrate in distilled water, dilute to 1 liter with distilled water, and mix thoroughly. Standardize volumetrically against pure sodium chloride, using potassium

THREE OUTSTANDING PATTERNS

FOR THE INSECTICIDE, DISINFECTANT AND EXTERMINATING TRADE



No. 205 Continuous
A superior continuous sprayer



No. 265 Nu-Day
Leakless, Dripless, Syphonless

No. 80 Baby Fountain
Without an equal for exterminating purposes

LOWELL SPRAYER CO.

LOWELL, MICH. **U. S. A.**

LETHANE

(Pat. App. For)

Synthetic Insecticidal Bases

Under the name **LETHANE** we offer a series of new, organic compounds of proven insecticidal value. The **LETHANE** products possess definite advantages in quality, uniformity and economy which mark the beginning of a new era in the scientific manufacturing of contact and fumigatory insecticides.

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Röhm & Haas Co., Inc.

Works
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IG-WAX E
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SUPERIOR TO CARNAUBA WAXES
in
HARDNESS, UNIFORMITY AND PURITY
SUPERIOR OIL-BINDING PROPERTY
LIGHT SHADE — EXCELLENT LUSTRE

GENERAL DYESTUFF CORPORATION

Sole Distributors in the U. S. A. of the dyestuffs manufactured by
I. G. FARBENINDUSTRIE AKTIENGESELLSCHAFT,
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GENERAL ANILINE WORKS, Inc.

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230 FIFTH AVENUE, NEW YORK, N. Y.

CHARLOTTE
CHICAGO
SAN FRANCISCO

chromate indicator. This solution should be kept in a bottle painted black.

(f) *Potassium Chromate Indicator.*—Dissolve pure chloride-free potassium chromate (K_2CrO_4) in distilled water, in the proportion of 10 g per 100 ml.

(g) *Magnesium Nitrate Solution (20 Per Cent).*—Dissolve pure, chloride-free magnesium nitrate ($Mg(NO_3)_2.6H_2O$) in distilled water in the proportion of 20 g of magnesium nitrate to 100 ml of the completed solution.

(h) *Sulphuric Acid Solution (Approximately 2 N).*—Add about 60 ml of sulphuric acid (1.84 specific gravity) to 500 ml of distilled water, cool, dilute 1 liter with distilled water, and mix.

(i) *Phenolphthalein Indicator.*—Dissolve pure phenolphthalein in pure 85-95 per cent ethyl alcohol in the proportion of 1 g per 100 ml.

(j) *Methyl Orange Indicator.*—Dissolve pure methyl orange in distilled water in the proportion of 1 g per liter.

(k) *Sulphuric Acid Solution (Specific Gravity = 1.53).*—Mix 62.5 ml of pure sulphuric acid (1.84 specific gravity) with 61.5 ml of distilled water.

(l) *Barium Chloride Solution (10 Per Cent).*—Dissolve pure barium chloride ($BaCl_2.2H_2O$) in distilled water in the proportion of 10 g of barium chloride to 100 ml of the completed solution.

Japanese shipments of pyrethrum flowers to United States through the port of Kobe, declined from 12,505,000 lbs., worth $3,543,000, in 1928, to 9,936,000 lbs., worth $1,913,000 in 1929, according to Department of Commerce. This port accounts for the bulk of the shipments between the two countries.

Offer New Gum Product

A new gum is being marketed by the Glyco Products Co., Inc., Bush Terminal, Brooklyn. It is called galagum and is a modified vegetable product. Galagum is an almost white, tasteless, odorless powder. It is being used as an emulsifying and thickening agent in place of gum arabic tragacanth, karaya, gelatine, irish-moss, isinglass, quince-seed, etc. Pound for pound it gives more viscous solutions and firmer jellies than the usual products used, says the maker.

It is non-toxic, non-staining, and not as sticky as most gums. Galagum may be used for increasing the viscosity (or giving false-body) to lotions, tooth-pastes, creams, salves, pastes, liquid-soap, polishes, and hair dressings and waving preparations, etc. It is an emulsifying agent for mineral, cod-liver, linseed, almond oils, etc., giving white emulsions of high viscosity.

According to a recent cable from Manila, copra production was only about 50 per cent of the total for the same period last year during February and March, 1930. The leaf miner pest is still critical in the districts affected, and is being carried into new territory in spite of all efforts to prevent this.

Breuer's Tornado Electric Sprayers

Have done more to
INCREASE THE SALE OF INSECTICIDES
than any other one thing in the industry.

You may have the best insecticide manufactured but have you the proper method of spraying it? The Tornado Electric Sprayer is your answer. It is the most powerful and efficient machine of its type on the market; sprays all liquid insecticides, disinfectants and germicides a distance of 8 to 10 feet, breaking it up into a fine mist which will float in the air and penetrate all cracks and crevices. Tornado sprayers are so easy to use and give such satisfactory results that they are used more often, increasing the use of your product. Supply your customers with these machines and watch your sales increase.

THOUSANDS IN USE!

Tornado Electric Sprayers have been regarded as standard equipment for years by leading manufacturers of insecticides and disinfectants. Thousands are in use in mills, warehouses and institutions of all kinds as well as in the home.

The Model 50 equipped with G. E. Universal motor weighs but 3 lbs. Operates at very low cost.

Write **TODAY** for further information and prices.

BREUER ELECTRIC MFG. CO.
862 Blackhawk St., Chicago, Ill.

YOU Should Know About . . .

GLYCO-WAX

Glyco-Wax replaces beeswax, carnauba and ozokerite waxes.
Pale straw color; hard and yet low-melting (141° F).
It imparts high lustre, water and electrical resistance.
Emulsifies and dissolves easily.
Uniform quality; no foreign or insoluble matter.
Blends with other waxes, resins, oils, etc.
Prices given below will enable you to effect a saving.
Non-toxic and, therefore, suitable for toilet creams, cosmetics, salves, etc.

Price Schedule (f.o.b. New York)

400 lb. lots	40 lb. cans	8 lb. trial cans
22¢ per lb.	27¢ per lb.	32¢ per lb.

GLYCO PRODUCTS CO., Inc.
Bush Terminal Bldg. No. 5, Brooklyn, New York, U. S. A.

SOAP POWDER

Special light aerated powder
In barrels or cartons for the trade under private label.

SCOURING POWDER

In barrels or sifter top cans under private label.

Also manufacturers of

Scouring Soap (in cases)
Oil Soap (in barrels or cans)
Blue Mottled Soap (in cases)
Hard Water Soap (in cases)
Drain Pipe Solvent

All made to meet your individual requirements.
Let us discuss them with you.

M. SCHNEIDER & SONS

A name backed by 125 years of continuous soap manufacture.
419 Hamilton Ave. Brooklyn, N. Y.

Say you saw it in SOAP!

Trade Marks Filed

(*From Page 63*)

Beauty Bubble—This in solid letters describing soap. Filed by Colgate-Palmolive-Peet Co., Chicago, Nov. 16, 1929. Claims use since Jan. 3, 1928.

Trade Marks Granted

267,889. Deodorant, Disinfectant, Insecticide, and Germicide in Solid Cake Form. Crystal Products Co., New York. Filed Oct. 18, 1929. Serial No. 291,207. Published Dec. 10, 1929. Class 6.

267,890. Insecticide. Laws Exterminating Co., Webster Groves, Mo. Filed Oct. 14, 1929. Serial No. 291,060. Published Dec. 3, 1929. Class 6.

267,896. Roach Powders and Moth Crystals. Idalene Corp., Toledo. Filed April 25, 1929. Serial No. 282,991. Published Dec. 10, 1929. Class 6.

267,960. Insecticide. Zophar Mills, Inc., Brooklyn. Filed July 1, 1929. Serial No. 286,466. Published Sept. 17, 1929. Class 6.

267,963. Insecticides. Weinberger Drug Stores, Inc., Cleveland. Filed Aug. 14, 1929. Serial No. 288,529. Published Nov. 19, 1929. Class 6.

268,046. Chemical Compositions for Combating Insects. Air-Way Electric Appliance Corp., Toledo. Filed Sept. 16, 1929. Serial No. 289,812. Published Dec. 17, 1929. Class 6.

268,107. Squill Compound for Killing Rats and Mice. Bonide Chemical Co., Utica, N. Y. Filed Oct. 24, 1929. Serial No. 291,749. Published Dec. 24, 1929. Class 6.

268,112. Cleaning Compound, Disinfectant, Deodorant, and Antiseptic. Hilex Company, St. Paul. Filed Oct. 31, 1929. Serial No. 291,827. Published Dec. 24, 1929. Class 6.

268,150. Brass and Copper Polish. Hold-Gloss, Inc., New York. Filed July 29, 1929. Serial No. 287,819. Published Dec. 24, 1929. Class 4.

268,214. Automobile and Furniture Polish. Solar Products Co., Chicago. Filed June 13, 1929. Serial No. 285,535. Published Dec. 24, 1929. Class 16.

268,237. Bowl Cleaner. Lightnin Chemical Co., Painesville, O. Filed May 24, 1929. Serial No. 284,580. Published Dec. 17, 1929. Class 4.

268,244. Shaving Soap. Glessner Co., Findlay, O. Filed Apr. 11, 1929. Serial No. 282,238. Published Dec. 17, 1929. Class 4.

Special odors for liquid soaps

FRESIA L. S.

Flowery and refreshing, this unusual odor stands up particularly well in liquid soaps. It is completely soluble and is economical to use. May we submit a sample?

LILAC L. S.

A new composition designed especially for use in liquid soaps. It is completely soluble and is reasonably priced. Would you like to try a sample in your own product?

Also Special Odors for

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Lily Oriental — Rose — Verbena — Lilac
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of the same quality as our regular line for

LIQUID SOAPS, DEODORANTS, SPRAYS, etc.

These odors are fragrant, stand up perfectly and will last. They are priced reasonably. *Samples and quotations on request.*

Do you want an individual odor in your products—something that is noticeable among competing sprays, deodorants, liquid soaps, etc. If so, tell us what type of perfume you want and we will originate something for your exclusive use.

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1. **UNITY ALL-METAL SOAP DISPENSER.**
   A Tilting Dispenser that is fool-proof, handsomely nickel-plated.
   Dozen Lots .....$1.75 ea.
   Gross Lots ..... 1.60 ea.

2. **UNITY GLASS TILTING SOAP DISPENSER.**
   Solid brass metal parts, nickel-plated. Best tilting dispenser on the market.
   Dozen Lots .....$2.00 ea.
   Gross Lots ..... 1.75 ea.

3. **UNITY PUSH-UP SOAP DISPENSER.**
   Works easily—economical for the trade.
   Dozen Lots .....85c. ea.
   Gross Lots .....75c. ea.

4. **UNITY BLOCK HOLDERS.**
   All sizes—for semi-circular and square blocks. 1 lb. and 2½ lb. size. Holders for urinal cakes, to hold one or six cakes. Prices on request.

5. **UNITY DEODORIZING BLOCKS.**
   All odors and shapes. Urinal cakes, 2, 3, 4, 5-oz. cakes. Also deodorizing crystals.

6. **UNITY DISINFECTANTS.**
   Coal Tar and Pine Disinfectants. Coefficients 2-20. Odorless and Perfumed Disinfectants, Cresol Compound.

7. **UNITY POLISHES.**
   We manufacture a metal polish that leaves no marks. Superior to any polish on the market. Unity Gloss Furniture Polish—excellent for all woodwork, bronze, etc.

Let us know your requirements. Inquiries on all other sanitary products solicited.

UNITY SANITARY SUPPLY CO.

UNITY BUILDING **183 WATER STREET, NEW YORK**

268,284. Polishing Compound. Arco Co., Cleveland. Filed Oct. 16, 1929. Serial No. 291,108. Published Dec. 24, 1929. Class 16.

268,285. Polish for Automobiles, Furniture, and Woodwork. Phoebus Chemical Co., New York. Filed Oct. 12, 1929. Serial No. 291,022. Published Dec. 24, 1929. Class 16.

268,308. Soap. Western Chemical Laboratories, Chicago. Filed Jan. 19, 1929. Serial No. 278,191. Published Feb. 26, 1929. Class 4.

268,352. Soap Powder. Minnesota Chemical Co., St. Paul. Filed Oct. 25, 1929. Serial No. 291,571. Published Dec. 17, 1929. Class 4.

268,353. Scouring Powder. Minnesota Chemical Co., St. Paul. Filed Oct. 25, 1929. Serial No. 291,569. Published Dec. 17, 1929. Class 4.

268,354. Preparation for Cleaning Woodwork. Mar-Vel-O Co., Chicago. Filed Oct. 25, 1929. Serial No. 291,578. Published Dec. 24, 1929. Class 4.

268,355. Cleaner, Oil Soaps, and Metal Polish. Evansville Paint & Varnish Co., Evansville, Ind. Filed June 2, 1928. Serial No. 267,388. Published Oct. 23, 1928. Class 4.

268,362. Shaving Cream. Florian, Inc., Detroit. Filed Dec. 18, 1928. Serial No. 276,932. Published Dec. 17, 1929. Class 4.

268,370. Shoe Polishes. Frenchee Chemical Co., Brooklyn. Filed Oct. 19, 1929. Serial No. 291,298. Published Dec. 24, 1929. Class 4.

268,372. Soap. Blair Laboratories, Lynchburg, Va. Filed Oct. 19, 1929. Serial No. 291,285. Published Dec. 24, 1929. Class 4.

268,373. Soap, Scouring Compounds, and Cleaning Compounds for Textile Fabrics. Laurel Soap Manufacturing Co., Philadelphia. Filed Oct. 19, 1929. Serial No. 291,278. Published Dec. 17, 1929. Class 4.

268,374. Cleanser. Universal Solvent Co., Philadelphia. Filed Oct. 18, 1929. Serial No. 291,228. Published Dec. 24, 1929. Class 4.

268,378. Toilet Soap, Shaving Soap, Glycerine Soap, and Shaving Cream. Fred Mülhens, Inc., New York. Filed Sept. 14, 1929. Serial No. 289,797. Published Dec. 17, 1929. Class 4.

268,382. Benzine Soaps. United Products Company, North Chicago, Ill. Filed Aug. 23, 1929. Serial No. 288,941. Published Dec. 24, 1929. Class 4.

268,383. Benzine Soaps. United Products Co., North Chicago, Ill. Filed Aug.

To Manufacturers of Insecticides

Let the Fresh, Aromatic Smell of
WINTERGREEN
Increase the Sale of Your Fly Spray

METHYL SALICYLATE MERCK
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On account of its high concentration VIOFLOR will cut your costs and at the same time will produce a better product for you. It completely and permanently deodorizes white spirit, turpentine substitute, paints, varnishes, soaps, insecticides, disinfectants, polishes, etc. One pound will deodorize 400 gallons of white spirit.

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That are built to last!

The BEST Containers for

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ESSENTIAL OILS
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GLYCERIN
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Black, Galvanized, Tinned

30-55-110 gal. sizes

Sturdy and long lasting, the Trageser heavy duty steel drum will be carrying your materials to market long after cheap containers have found the junk pile. Order a sample drum.

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GRAND STREET MASPETH, L. I., N. Y.
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A Pleasing Disinfectant
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A Different Odor
Priced Right for Jobbing Trade

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We also manufacture
FOR THE TRADE

Furniture Polish
Furniture Cream
Pine Cleaner
Liquid Soap
Insecticides
Deodorant Cakes

Say you saw it in SOAP!

23, 1929. Serial No. 288,940. Published Dec. 24, 1929. Class 4.

268,384. Benzine Soaps. United Products Co., North Chicago, Ill. Filed Aug. 23, 1929. Serial No. 288,939. Published Aug. 24, 1929. Class 4.

268,385. Soap Chips. Minnesota Chemical Co., St. Paul. Filed Oct. 25, 1929. Serial No. 291,567. Published Dec. 17, 1929. Class 4.

268,401. Shaving Cream. William A. Webster Co., Memphis. Filed Nov. 7, 1929. Serial No. 292,144. Published Dec. 17, 1929. Class 4.

268,402. Shaving Cream. William A. Webster Co., Memphis. Filed Nov. 7, 1929. Serial No. 292,141. Published Dec. 17, 1929. Class 4.

268,403. Shaving Cream. William A. Webster Co., Memphis. Filed Nov. 7, 1929. Serial No. 292,140. Published Dec. 17, 1929. Class 4.

268,404. Shaving Cream. William A. Webster Co., Memphis. Filed Nov. 7, 1929. Serial No. 292,138. Published Dec. 17, 1929. Class 4.

268,405. Shaving Cream. William A. Webster Co., Memphis. Filed Nov. 7, 1929. Serial No. 292,136. Published Dec. 17, 1929. Class 4.

268,407. Polish. Solshine Manufacturing Co., Boston. Filed Oct. 30, 1929. Serial No. 291,802. Published Dec. 24, 1929. Class 4.

268,409. Wall-Paper Cleaner. Servu Cleaner & Mfg. Co., Wilkinsburg, Pa. Filed Oct. 30, 1929. Serial No. 291,774. Published Dec. 17, 1929. Class 4.

268,417. Soap. Frances Fox Laboratories, Inc., Ridgewood, N. J. Filed Aug. 7, 1928. Serial No. 270,697. Published Dec. 24, 1929. Class 4.

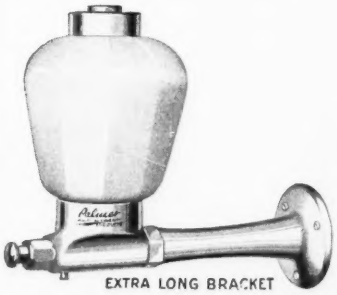
268,598. Insecticides, Deodorants, and Disinfectants. Stanco Incorporated, Wilmington, and New York. Filed Nov. 15, 1929. Serial No. 292,465. Published Jan. 7, 1930. Class 6.

268,600. Dental Cream. William A. Webster Co., Memphis. Filed Nov. 7, 1929. Serial No. 292,137. Published Dec. 31, 1929. Class 6.

268,657. Shampoo. Sein Cosmetics Co., New York. Filed Sept. 16, 1929. Serial No. 289,850. Published Dec. 31, 1929. Class 6.

268,689. Insecticide. Insene Manufacturing Co., Philadelphia. Filed Nov. 20, 1929. Serial No. 292,615. Published Dec. 31, 1929. Class 6.

268,693. Insecticide. M. & B. Products Co., Philadelphia. Filed Nov. 14, 1929.



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Liquid Soap Dispensers

Guaranteed Equipment for Every Kind of Installation

Fool-Proof — Mechanically Perfect—Substantially Built

Exclusive Bowl Replacement Feature

Permits replacement of broken glass bowls without removing bracket from wall although bowls in service are just as securely attached to bracket as though cemented in.

Opal—Clear Glass—Metal Bowls Interchangeable

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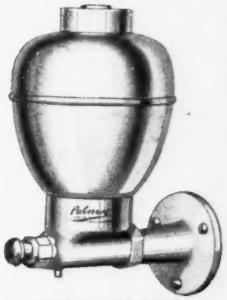

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Leaders in Pyrethrum products for almost half a century

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PINE SCRUBBING SOAP
20% Anhydrous

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Brooklyn Trust Co. Bldg. **Telephone Glenmore 7318-7319**

Say you saw it in SOAP!

Serial No. 292,408. Published Dec. 31, 1929. Class 6.

268,701. Deodorizers and Disinfectants. Tilden Co., New Lebanon, N. Y. Filed Oct. 28, 1929. Serial No. 291,703. Published Dec. 24, 1929. Class 6.

268,707. Tooth Paste. Chester E. Sawyer Co., Boston. Filed Oct. 24, 1929. Serial No. 291,531. Published Dec. 17, 1929. Class 6.

268,749. Furniture and Auto Polish. Edgar J. Griffing, Waterbury, Conn. Filed Sept. 9, 1929. Serial No. 289,515. Published Dec. 31, 1929. Class 16.

268,784. Washing Fluid. K-O-K Cleanser Co., Columbus, O. Filed Oct. 1, 1929. Serial No. 290,445. Published Dec. 24, 1929. Class 6.

268,970. Compounds for Cleaning, Shaving Cream, Soap Powders, etc. Cleopatra Chemists Corp., New York. Filed Aug. 28, 1929. Serial No. 289,099. Published Dec. 31, 1929. Class 4.

269,021. Toilet Soaps and Shaving Creams. Houbigant, Inc., New York. Filed Nov. 26, 1929. Serial No. 292,946. Published Jan. 14, 1930. Class 4.

269,022. Toilet Soaps and Shaving Creams. Houbigant, Inc., New York. Filed Nov. 26, 1929. Serial No. 292,944. Published Jan. 14, 1930. Class 4.

269,023. Toilet Soaps and Shaving Creams. Houbigant, Inc., New York. Filed Nov. 26, 1929. Serial No. 292,942. Published Jan. 14, 1930. Class 4.

269,024. Toilet Soaps and Shaving Creams. Houbigant, Inc., New York. Filed Nov. 26, 1929. Serial No. 292,940. Published Jan. 14, 1930. Class 4.

269,026. Toilet Soaps and Shaving Creams. Houbigant, Inc., New York. Filed Nov. 26, 1929. Serial No. 292,938. Published Jan. 14, 1930. Class 4.

269,027. Soaps and Shaving Creams. Cheramy, Inc., New York. Filed Nov. 26, 1929. Serial No. 292,923. Published Jan. 14, 1930. Class 4.

269,028. Soap. Colgate-Palmolive-Peet Co., Chicago. Filed Nov. 23, 1929. Serial No. 292,794. Published Jan. 14, 1930. Class 4.

269,029. Soap. Procter & Gamble Co., Cincinnati. Filed Nov. 22, 1929. Serial No. 292,778. Published Jan. 14, 1930. Class 4.

269,034. Soap, Soap Powder, Shaving Cream, etc. Colgate-Palmolive-Peet Co., Chicago. Filed Nov. 16, 1929. Serial No. 292,484. Published Jan. 14, 1930. Class 4.

269,038. Shaving Cream. William A. Webster Co., Memphis. Filed Nov. 7, 1929. Serial No. 292,143. Published Jan. 7, 1930. Class 4.

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A Concentrated Extract of
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We are ready to contract to supply Fluid Extract of Pyrethrum for the 1930 season. We can also supply Liquid Fly Spray or Insecticide, as well as Moth Spray and Cattle Spray, in bulk containers.

Territories open for Brokers or Commission Men.

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Factory: 611-617 Newark St., Hoboken, N. J.

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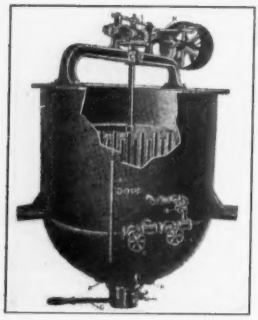
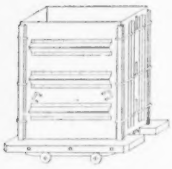
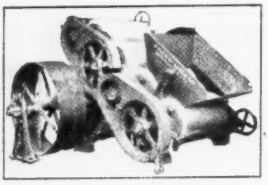
SPECIALS!



DOPP CRUTCHERS
Sizes from 300 pounds to 3,000 pounds. All in best condition and guaranteed



40 ALL STEEL SOAP FRAMES
One straight lot of 40, all complete, in perfect condition. Dimensions—48" long x 14½" wide x 54½" deep.



H-A SOAP MILL
This 4 - roll granite toilet soap mill is in A - 1 shape. Latest and largest size rolls.

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DRYERS—Two Proctor & Schwartz Large Roll Soap Chip Dryers Complete.
Three Proctor & Schwartz Soap Chip Dryers with five Chilling Rolls.
Devine Double Drum Vacuum Dryer.
Proctor & Schwartz Bar Soap Dryers.
Condon & Huber Soap Chip Dryers.

SOAP CRUTCHES—Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000 lb., 1200 lb., 1350 lb., 1500 lb., 1800 lb., 3000 lb., 6000 lb. and 10,000 lb.

SOAP PRESSES—Jones Machinery Designing & Ralston Automatic Presses for toilet and laundry soap.
Dopp, Crosby & Empire Foot Presses.
Scouring Soap Presses.

GRINDERS & MIXERS—Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc.
Schultz O'Neill Mills.

SOAP CUTTING TABLES — Houchin-Aiken Steel Automatic Table with self-spreader and extra headers.
Wooden Tables with and without self-spreader attachments.

SOAP SLABBERS — Houchin-Aiken, Curtis-Davis Doop & Newman's Hand and Power Slabbers.

TOILET SOAP MILLS—2, 3, 4, 5 and 6-roll Granite Soap Mills.
Houchin-Aiken 4 and 5 roll Steel Mills.
Buhler 3, 4, 5, roll Steel Mills.

PLODDERS — Houchin-Aiken, Rutschman & Allbright-Nell 6", 8" and 10" Plodders.

SOAP POWDER MACHINERY—Blanchard No. 10-A and No. 14 Soap Powder Mills.
Broughton Soap Powder Mixers.
Wms. Patent Crusher & Pulverizer.
Sedberry Crusher, Grinder & Pulverizer.
A-N 5x7 Crystallizing Rolls.

FILTER PRESSES—Sperry, Perrin & Shriver Cast Iron Filter Presses 12", 18", 24", 30" and 36".
International and Monopod Filters.

VARIOUS OTHER ITEMS—Wm. Garrigue Glycerine Evaporators.
Steel Soap Frames, 600 lb., 1000 lb., 1200 lb., 1500 lb., and 1800 lb. cap.
Automatic Soap Wrapping Machines.
Steel, Copper and Aluminum Kettles.
Soap Remelters, Tube Fillers.
Filling and Weighing Machines.
Pneumatic Scale Corp. Can Filling Machine for cleansers etc.
Brass Soap Dies for foot and aut. Presses.
Soap Chippers, Scales, Motors, Amalgamators.
Soap Racks, Bottle Filling and Capping Machines, Talcum Can Crimpers, etc.

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